
**Defense Logistic Agency's
Systems
Engineering
Technical
Services
(DSETS)
DELIVERY ORDER GUIDE**

DATED DECEMBER 19, 1997

The

Home Page Address:

<http://dsdc.dla.mil/>

(See Contracting icon)

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SECTION 1: WHAT IS DSETS ?

→ DEFINITION

The Defense Logistic Agency's Systems Engineering Technical Services (DSETS) Contract is a multiple Contractor procurement vehicle that is designed to provide a broad range of support resources related to Information Technology (IT). All federal agencies may use DSETS; there is a 20% ceiling (based on the total dollar amount of the DSETS Contract) by non-DLA entities. DSETS customers receive credit (as applicable) toward their socioeconomic goals.

→ CONTRACT FEATURES

Task Areas: The DSETS program consists of prime Contractors and subcontractors that provide services in twelve task areas:

- Project Management
- Program Analysis
- Transition Strategy
- Assessment Support
- Training
- Documentation and Information Dissemination
- Functional Process Improvement
- Integration Prototyping
- System Design/Development
- Technical Support
- System Relocation
- Acquisition Support

Contractors: There are four Prime Contractors (EDS, SAIC, PRC and Lockheed Martin and their associated subcontractors available on the DSETS Contracts.

Contractual Aspects

- Indefinite Delivery, Indefinite Quantity (IDIQ) Delivery Order contracts which could total up to \$180 million over an estimated 5 year life
- Multiple delivery order types available
 - Firm Fixed Price
 - Time and Materials
- Multiple year Delivery Orders permissible
- Primarily competitive
- While primarily services, hardware/software may be acquired if needed to accomplish the tasks by the vendor (up to 20% of Delivery Order amount)

Acquisition Project Office Features

- The DSETS Acquisition Project Office (APO) offers **"ONE STOP SHOPPING"**
- Service charge of 2% (includes 1% for DASC Office of Contracting).
- The DSETS APO is responsible for overall Contractor performance management, which includes:
 - Strong emphasis on performance, as indicated by:
 - A past performance database on DSETS Contractors for customers' use

- Encouraged use of performance-based statements of work, performance measures, and past performance as a critical evaluation factor
- Potential moratoriums imposed on DSETS Contractors for unsatisfactory performance
- Streamlined work flows and minimal administrative burdens for customers and Contractors

→ WHAT'S IN IT FOR YOU?

Value & Quality

Fast, Reliable, and Convenient Service

Customer Focus

Ability to Handle Unplanned/Spiked Demand

SECTION 2: PURPOSE, BACKGROUND, SCOPE, AND WAIVERS

A. PURPOSE

This handbook describes the steps needed to use the contract services of the DSETS Contracts and defines roles and responsibilities of major parties involved in the management of the DSETS Contracts. Procedures in this handbook apply to all customers using DSETS Contracts.

B. BACKGROUND

The development of the DSETS program was in response to a DSDC need to acquire state-of-the-art information technology services in a timely manner. DSETS is a multiple contract procurement vehicle designed to provide a broad range of Information Technology (IT) support services. Through the use of DSETS, customers will have a flexible means of meeting IT needs quickly, efficiently, and cost effectively. DSETS was designed to provide our customers with highly skilled, responsible Contractors (large, small, and 8(a)) who possess a wide variety of expertise.

C. SCOPE

The DSETS Statement of Work (SOW) is shown in Appendix A. Other Federal Agencies will be allowed to utilize this contract to satisfy requirements for information technology services and supplies. There is a ceiling (20% of the total DSETS Contract dollar amount, which is 30 million dollars) for non-DLA entities.

While the Delivery Order (DO) methodologies explained in the subsequent sections of this handbook represent the Government's initial approach to Delivery Order issuance, hopefully, through Government and Contractor cooperation and innovation, these methodologies will regularly evolve to incorporate lessons learned and to become more efficient and effective.

Therefore, this handbook is a living document and will be updated as needed.

D. WAIVERS

Any waivers to the procedures contained in this handbook must be approved by the DSETS APO. This authority cannot be re-delegated. Requests for waivers and the rationale underlying such requests shall be submitted to the DSETS Project Manager at the address shown in Section 3, paragraph B of the handbook.

SECTION 3: DSETS ROLES AND RESPONSIBILITIES

A. DSETS ORGANIZATIONAL RELATIONSHIPS

The relationship of the various organizations with DSETS responsibilities is depicted below.



B. ACQUISITION PROJECT OFFICE (APO)

The DSETS Acquisition Project Office (APO) is located within the DLA Systems Design Center.

The APO shall:

Serve as DSDC's Point of Contact for DSETS customers, providing information regarding the services available under the contract and the administrative procedures for placing orders.

1. Ensure each customer receives the information and materials needed to fulfill their responsibilities (e.g., this handbook, modified/updated DSETS program information).
2. Receive, review, and process all requests for services to be provided by the DSETS contracts (as dependent on the nature of services provided).
3. Monitor, maintain, and provide information to customers regarding the status of all Delivery Orders, including providing information resulting from monthly reports, past performance evaluations, and issues/problems.
4. Ensure Contractors perform in accordance with the contract terms and conditions and that Delivery Order requirements are met.
5. Establish and maintain central contract files and databases, as appropriate.
6. Convene status meetings to discuss DSETS performance as it relates to customer satisfaction and Contractor performance and identify and resolve related issues.

7. Encourage Alternate Dispute Resolution Partnering (i.e., the use of alternative means in lieu of filing a formal dispute to resolve issues; this approach is intended to provide faster, less expensive, and less contentious solutions.)
8. Ensure compliance with delegated authorities and contractual requirements (e.g., directed Delivery Order limitations).
9. Invoice and track all service charges amounts collected (e.g., by customer, Delivery Order, Contractor).
10. Obtain Department of Labor wage determinations as applicable.
11. Serve as the Contracting Officer's Representative (COR) for all Delivery Orders.

The APO is led by the DSETS Project Manager (PM), who is supported by a staff of information technology, procurement, and program support professionals. The PM shall serve as the focal point for all DSETS activities. The PM shall coordinate the activities of customers, perform liaison activities, and serve as the primary point of contact with the Contractors.

The APO's Project Manager has the **overall program/technical responsibility** for the DSETS program:

Acquisition Project Office (APO)
Attn: Inez Toney
3990 E. Broad St
Bldg 20, Fourth Floor, Pod C445N
Columbus, Ohio 43216
(614) 692-9736

From a technical/management standpoint, the PM shall be assisted by APO Program Managers and Program Operations Analysts. The APO Program Managers shall work with customers to ensure their specific program needs are met. The level of APO Program Manager involvement shall depend on the nature of the APO service desired by the customer (e.g., minimal if customer only wants to use the DSETS contracts, more extensive if assistance in developing requirements and/or evaluating proposals is requested). The APO Program Operations Analysts shall assist the PM in liaison, coordination, and reporting activities with Contractors and customers.

From a procurement standpoint, the PM shall be supported by a APO Contracting Officer (KO) and APO Contract Specialists. The level of their involvement shall depend on the nature of the APO service desired by the customer (e.g., minimal if customer only wants to use the DSETS contracts, more extensive if assistance in conducting negotiations and/or administering Delivery Orders is requested).

The KO shall have **overall contractual responsibility** for DSETS. The KO alone, without delegation, is authorized to take actions on behalf of the Government to amend, modify or deviate from the contract terms, conditions, and requirements. The KO may delegate certain other responsibilities to their authorized representatives or Contracting Officer Representative (COR).

The KO for the program is:

Kevin Conneen/Ames Owens
8725 John J. Kingman Rd.
DASC-CP, Suite 0119
Ft. Belvior, Va 22060-6220

C. CUSTOMERS

Each customer shall designate a DSETS Contracting Officer's Technical Representative (COTR). COTRs may be assigned by federal agency (e.g., Department of Energy), by an organizational activity within the federal agency (e.g., Federal Aviation Administration, United States Coast Guard), and/or by each Delivery Order. In notifying the APO of such designation(s), the customer shall clearly indicate (in writing) the specific authority of the designated COTR(s).

Customers are responsible for defining requirements, financing work to be performed under DSETS Delivery Orders, and for adhering to the requirements and procedures defined in the DSETS Contracts and in these Guidelines. DSETS customers define their DO requirements, **conduct the fair opportunity for consideration process**, fund their work and monitor and evaluate the contractor's performance on each DO, as well as provide technical support to the COR on DO issues and working with the COR and the contractor to ensure the contractor performs the requirements specified in the DO. The COTR should be technically proficient in the technical requirements of their DO and familiar with the policies and procedures of this guide.

The COTR becomes the primary contact between the customer and the APO. This relationship is critical as it ensures clear lines of authority and responsibility for the customer and the APO. The COTR is responsible for:

1. Coordination of activities by other non-APO personnel involved in the Delivery Order (e.g., accounting staff); and
2. Ensuring any actions under the customer's control are performed in accordance with applicable statutes, regulations, and procedures.

While the level of customer involvement is dependent to some extent on the type of APO service requested, in general, DSETS customers are responsible for collaborating with the APO to:

1. Articulate their DSETS service needs.
2. Determine the nature of procurement services to be provided by the APO and the customer.
3. Provide requisite funding (including appropriate APO service charge).
4. Determine the type of Delivery Order (i.e., firm fixed price, T&M)
5. Determine appropriate task area based on predominance of work to be performed.

6. Specify any hardware/software requirements related to the Delivery Order (not to exceed 20% of Delivery Order).
7. Support the use of performance-based statements of work and performance measures.
8. Complete performance evaluations on all Delivery Orders.
9. Certify invoices to ensure Contractors are paid promptly and accurately.
10. Inspect and accept all Delivery Order deliverable items and services.
11. Ensure property control accountability for any delivered equipment/software under the DO.

D. CONTRACTORS

The principal roles of DSETS Contractors are to perform the work described in the awarded Delivery Orders and to ensure effective overall DSETS contract management. Specific authorities and responsibilities of Contractors are to:

1. Provide the DSETS APO with reports covering Delivery Orders and contract status as specified in the contract and meet periodically as necessary.
2. Ensure performance and deliverables meet the requirements set forth in the contract/ Delivery Order.
3. Obtain requisite approvals from the APO regarding critical subcontractors, key personnel, directed Delivery Orders, proposal/billing rates, etal.
4. Segregate cost accounting data by Delivery Order.
5. Use EC/EDI technology to the greatest extent practicable and when it is appropriate.
6. Identify potential conflicts of interest.
7. Provide comments on past performance evaluations.

SECTION 4: ACQUISITION PROJECT OFFICE SERVICE INFORMATION

A. DSETS CONTRACTORS/SUBCONTRACTORS

PRIME: EDS	PRIME: SAIC	PRIME: PRC	PRIME: LOCKHEED MARTIN
AMERIND, INC	ABACUS TECHNOLOGY CORP	UNISYS CORPORATION	NORTHROP GRUMMAN DATA SYS
ANTEON CORP	BDM INTERNATIONAL, INC	ManTech	PIKERTON COMPUTER CON., INC
BATTELLE	CACI, INC- FEDERAL	GRC INTERNATIONAL (GRCI)	DECISION SYS TECH, INC
CENTURY TECH., INC (CENTECH)	COMPUTER INFORMATION TECH, INC	COST MANAGEMENT SYSTEMS (CMS)	COOPERS & LYBRAND
DB TECH CONSULTANTS INC	DATA NETWORKS CORP	Dimensions International	TEXAS INSTRUMENTS SOFTWARE
ENTEK, INC	DIGICON CORPORATION	ENSURE, INC	ORACLE CORPORATION GOV SERVICE
EXCEL MGMT SYS, INC	DIGITAL SYS RESEARCH, INC (DSR)	AFFINITY MEDIA INC	INFORMATION TECH SOLUTIONS, INC
LOGICON SYSCON, INC	FASTRAK TRAINING, INC	KPMG PEAT MARWICK LLB	MATERIALS COMM & COMP, INC
LOGTEC	I-NET, INC	ASCENT TECHNOLOGY	W.T. CHEN & CO., INC
RJO ENTERPRISES	INTERNATIONAL CONSULTANTS, INC (ICI)	Metters Industries	ULTRA TECHNOLOGIES, INC
ROBBINS-GIOIA, INC	LABBLEE CORP	SYNERGY, INC	CAPITOL TECHNOLOGY, INC
STRATEGIC BUSINESS SOLUTIONS ,INC (SBSI)	NCI INFORMATION SYSTEMS, INC	DSRI	RICHARD S. CARSON & ASSOCIATES
SOFTWARE SOLUTIONS,	ORACLE GOVERNMENT SYSTEMS	SEMA	S.G. AUTOMATION
TASC	REGENT SYSTEMS, INC	Owens Group	D. MORALES SERVICES, INC
UNIVERSAL SYSTEMS, INC	STORAGE TECHNOLOGY CORP	SySIS, INC	
	WANG FEDERAL, INC	SSDS, Inc	
		RMS Information	
		Techplan Corp	
		CTI	
		SRC	
		SystemSoft	

B. DSETS CONTRACTOR RATES

Shown in the subsequent pages are the ***labor rates*** by Contractor for each of the labor categories defined in the contract. The on-site and off-site rates are valid for Delivery Order cost estimating purposes.

The labor rates of the DSETS Contract are divided into four (4) separate categories per year. These categories are Firm Fixed Price for On-Site, Firm Fixed Price for Off-Site, Time and Materials for On-Site and Time and Materials for Off-Site. The Contractor rates listed in the Contract and this Guideline are non-negotiable.

This unique requirement addresses the burden rates the Contractor is required to utilize for establishing a cost/price proposal for efforts as defined in each DO.

NOTE: The rates contractor labor rates shown the subsequent pages reflect the on-site and off-site rates for all Contractors for Time and Materials and Firm Fixed Price are available on the DSDC Home Page .

CONTRACTOR LABOR RATES

EDS

EDS Rates

Contract No.: SP4700-97-D-0019

SECTION B - SCHEDULE OF ITEMS

TABLE B-1 - Contractor Site (Time & Material)

CLIN	LABOR CATEGORY	BASE YR RATE	OPT YR 1 RATE	OPT YR 2 RATE	OPT YR 3 RATE	OPT YR 4 RATE
-	-	-	-	-	-	-
0001	- CONTRACTOR SITE (Time & Material)					
0001AA	Program Manager	99.36	103.16	107.01	111.49	116.15
0001AB	Project Manager	97.15	101.01	104.95	109.55	114.37
0001AC	Operations Manager	25.88	26.60	27.32	28.06	28.83
0001AD	Data Base Manager	49.77	50.97	52.15	53.37	54.63
0001AE	Quality Assurance Manager	66.94	69.48	72.09	75.15	78.34
0001AF	Communications Network Manager	58.92	60.79	62.66	64.88	67.18
0001AG	Sr Applications/Computer Systems Test Manager	38.17	39.26	40.33	41.45	42.60
0001AH	Sr Computer Systems Analyst	32.08	33.19	34.30	35.46	36.66
0001AJ	Computer Systems Analyst	28.60	29.41	30.21	31.04	31.89
0001AK	Jr Computer Systems Analyst	20.36	20.92	21.47	22.03	22.62
0001AL	Sr Functional Analyst	68.43	70.69	72.98	75.69	78.50
0001AM	Functional Analyst	47.60	49.30	51.03	53.08	55.20
0001AN	Jr Functional Analyst	21.60	22.42	23.24	24.11	25.01
0001AP	Cost Analyst	45.54	47.33	49.18	51.35	53.63
0001AQ	Sr Training Needs Analyst	35.81	36.70	37.57	38.46	39.39
0001AR	Training Needs Analyst	24.59	25.23	25.87	26.53	27.21
0001AS	Quality Assurance Analyst	24.73	25.44	26.14	26.86	27.61
0001AT	Sr Systems Engineer	37.69	38.68	39.66	40.67	41.70
0001AU	Systems Engineer	31.50	32.31	33.11	33.94	34.79
0001AV	Jr Systems Engineer	21.17	21.74	22.31	22.90	23.50
0001AW	Sr Software Engineer	67.04	69.21	71.41	73.99	76.68
0001AX	Software Engineer	55.41	57.23	59.06	61.25	63.51
0001AY	Jr Software Engineer	39.63	40.84	42.08	43.56	45.07
0001AZ	Pr Information Engineer	46.01	47.89	49.80	51.81	53.91
0001BA	Sr Information Engineer	36.76	37.99	39.23	40.51	41.82
0001BB	Information Engineer	28.03	28.89	29.76	30.65	31.58
0001BC	Pr Open Systems Engineer	45.38	46.84	48.29	49.79	51.35
0001BD	Sr Open Systems Engineer	36.46	37.60	38.73	39.90	41.12
0001BE	Open Systems Engineer	29.20	30.10	30.99	31.92	32.88
0001BF	Sr Applications Engineer	64.10	66.16	68.24	70.73	73.30
0001BG	Applications Engineer	60.05	62.05	64.06	66.45	68.91
0001BH	Student System Engineer	17.72	18.18	18.65	19.13	19.62
0001BJ	Program Administration Specialist	38.22	39.50	40.80	42.34	43.94
0001BK	Sr Project Control Specialist	57.22	59.29	61.39	63.86	66.44
0001BL	Sr Business Planning and Management Specialist	69.30	71.57	73.87	76.63	79.50

0001BM	Sr Performance Measurement Specialist	44.92	46.22	47.50	48.83	50.21
0001BN	Sr Organizational Development Specialist	43.32	44.61	45.89	47.22	48.60
0001BP	Pr Business Process Reengineering Specialist	45.02	46.48	47.94	49.46	51.03
0001BQ	Sr Business Process Reengineering Specialist	36.95	38.15	39.36	40.61	41.91
0001BR	Sr Data Base Management Specialist	74.81	77.30	79.81	82.74	85.75
0001BS	Data Base Management Specialist	70.03	72.51	75.01	77.93	80.95
0001BT	Sr Computer Systems Security Specialist	35.19	36.24	37.29	38.38	39.50
0001BU	Computer Systems Security Specialist	31.64	32.64	33.64	34.68	35.75
0001BV	Sr Data Standardization Specialist	26.50	27.20	27.89	28.60	29.34
0001BW	Data Standardization Specialist	22.45	23.07	23.69	24.33	25.00
0001BX	Sr Training Specialist	32.55	33.74	34.94	36.36	37.82
0001BY	Training Specialist	23.25	24.00	24.75	25.53	26.35
0001BZ	Acquisition Specialist	24.38	25.12	25.86	26.63	27.43
0001CA	Contract Specialist	25.99	26.81	27.63	28.47	29.35
0001CB	Marketing Specialist	24.52	25.27	26.01	26.78	27.58
0001CC	Hardware Specialist	34.78	35.93	37.09	38.47	39.91
0001CD	Graphics Specialist	22.80	23.50	24.20	24.93	25.68
0001CE	Documentation Specialist	33.50	34.56	35.62	36.89	38.21
0001CF	Communications Specialist	56.78	58.62	60.47	62.65	64.91
0001CG	Communications Hardware Specialist	26.56	27.44	28.31	29.21	30.14
0001CH	Communications Software Specialist	26.85	27.68	28.53	29.40	30.29
0001CJ	Communications Network Specialist	27.38	28.11	28.84	29.59	30.37
0001CK	Multi Media Specialist	32.81	33.68	34.54	35.43	36.35
0001CL	Audio Visual Expert	30.05	31.00	31.96	32.95	33.96
0001CM	Applications Programmer	25.08	25.93	26.78	27.66	28.58
0001CN	System Programmer	25.25	26.11	26.97	27.86	28.78
0001CP	System Administrator	57.95	59.80	61.65	63.84	66.11
0001CQ	Systems Operator	21.82	22.39	22.95	23.54	24.14
0001CR	Pr Systems Architect	99.20	102.50	105.80	109.75	113.84
0001CS	Sr Systems Architect	91.05	94.07	97.12	100.73	104.47
0001CT	Network Draftsman	18.37	18.85	19.32	19.81	20.31
0001CU	Hardware Draftsman	18.49	18.97	19.45	19.94	20.45
0001CV	Statistician	24.70	25.32	25.93	26.57	27.22
0001CW	Sr Hardware Installation Technician	22.34	23.02	23.69	24.38	25.10
0001CX	Hardware Installation Technician	19.94	20.54	21.13	21.74	22.38
0001CY	Sr Network Installation Technician	37.34	38.54	39.75	41.19	42.69
0001CZ	Network Installation Technician	36.72	37.89	39.07	40.48	41.93
0001DA	Technical Writer/Editor	27.81	28.63	29.44	30.30	31.20
0001DB	Data Entry Clerk	14.52	14.93	15.33	15.75	16.18
0001DC	Clerical Assistant	15.09	15.55	16.00	16.47	16.95

EDS Rates

Contract No.: SP4700-97-D-0019

SECTION B - SCHEDULE OF ITEMS

TABLE B-2 - Government Site (Time & Material)

CLIN	LABOR CATEGORY	BASE YR RATE	OPT YR 1 RATE	OPT YR 2 RATE	OPT YR 3 RATE	OPT YR 4 RATE
-	-	-	-	-	-	-
0002	- GOVERNMENT SITE (Time & Material)					
0002AA	Program Manager	95.63	99.40	103.24	107.69	112.32
0002AB	Project Manager	92.72	96.55	100.47	105.03	109.81
0002AC	Operations Manager	21.94	22.66	23.38	24.13	24.90
0002AD	Data Base Manager	46.02	47.23	48.42	49.67	50.95
0002AE	Quality Assurance Manager	62.32	64.83	67.43	70.44	73.59
0002AF	Communications Network Manager	55.32	57.17	59.02	61.21	63.48
0002AG	Sr Applications/Computer Systems Test Manager	35.77	36.85	37.93	39.05	40.20
0002AH	Sr Computer Systems Analyst	29.68	30.78	31.90	33.06	34.26
0002AJ	Computer Systems Analyst	26.20	27.01	27.81	28.64	29.49
0002AK	Jr Computer Systems Analyst	17.97	18.52	19.07	19.63	20.22
0002AL	Sr Functional Analyst	65.52	67.77	70.04	72.73	75.51
0002AM	Functional Analyst	44.84	46.53	48.25	50.27	52.37
0002AN	Jr Functional Analyst	19.20	20.01	20.84	21.70	22.61
0002AP	Cost Analyst	42.78	44.56	46.39	48.54	50.80
0002AQ	Sr Training Needs Analyst	33.42	34.30	35.17	36.06	36.99
0002AR	Training Needs Analyst	22.19	22.83	23.47	24.13	24.81
0002AS	Quality Assurance Analyst	22.33	23.04	23.74	24.46	25.21
0002AT	Sr Systems Engineer	35.29	36.28	37.26	38.26	39.30
0002AU	Systems Engineer	29.11	29.91	30.71	31.54	32.39
0002AV	Jr Systems Engineer	18.77	19.34	19.91	20.49	21.10
0002AW	Sr Software Engineer	64.42	66.58	68.76	71.33	73.99
0002AX	Software Engineer	52.50	54.31	56.13	58.29	60.53
0002AY	Jr Software Engineer	36.72	37.92	39.14	40.60	42.08
0002AZ	Pr Information Engineer	43.62	45.49	47.40	49.41	51.51
0002BA	Sr Information Engineer	34.36	35.58	36.83	38.11	39.42
0002BB	Information Engineer	25.63	26.49	27.36	28.25	29.18
0002BC	Pr Open Systems Engineer	42.99	44.44	45.89	47.39	48.95
0002BD	Sr Open Systems Engineer	34.06	35.20	36.33	37.50	38.72
0002BE	Open Systems Engineer	26.81	27.70	28.59	29.52	30.48
0002BF	Sr Applications Engineer	61.25	63.30	65.37	67.82	70.37
0002BG	Applications Engineer	57.14	59.12	61.13	63.49	65.93
0002BH	Student System Engineer	15.32	15.78	16.25	16.72	17.22
0002BJ	Program Administration Specialist	33.73	34.99	36.27	37.77	39.33
0002BK	Sr Project Control Specialist	53.97	56.03	58.11	60.55	63.10
0002BL	Sr Business Planning and Management Specialist	66.51	68.77	71.06	73.79	76.63
0002BM	Sr Performance Measurement Specialist	42.52	43.81	45.10	46.43	47.81
0002BN	Sr Organizational Development Specialist	40.92	42.21	43.49	44.82	46.20
0002BP	Pr Business Process Reengineering Specialist	42.62	44.08	45.54	47.06	48.63
0002BQ	Sr Business Process Reengineering Specialist	34.55	35.75	36.96	38.21	39.51
0002BR	Sr Data Base Management Specialist	72.31	74.79	77.28	80.19	83.19
0002BS	Data Base Management Specialist	67.45	69.90	72.40	75.30	78.29
0002BT	Sr Computer Systems Security Specialist	32.79	33.84	34.89	35.98	37.10
0002BU	Computer Systems Security Specialist	29.24	30.24	31.24	32.27	33.34
0002BV	Sr Data Standardization Specialist	24.10	24.80	25.49	26.20	26.94
0002BW	Data Standardization Specialist	20.05	20.67	21.29	21.93	22.59
0002BX	Sr Training Specialist	29.79	30.97	32.16	33.55	34.99
0002BY	Training Specialist	20.86	21.60	22.35	23.13	23.94
0002BZ	Acquisition Specialist	21.98	22.72	23.46	24.23	25.03
0002CA	Contract Specialist	23.59	24.41	25.22	26.07	26.95
0002CB	Marketing Specialist	22.12	22.87	23.61	24.38	25.18
0002CC	Hardware Specialist	32.03	33.16	34.30	35.66	37.08
0002CD	Graphics Specialist	20.40	21.10	21.80	22.53	23.27
0002CE	Documentation Specialist	30.75	31.79	32.83	34.08	35.38
0002CF	Communications Specialist	53.87	55.70	57.53	59.69	61.92
0002CG	Communications Hardware Specialist	24.15	25.02	25.90	26.80	27.73
0002CH	Communications Software Specialist	24.45	25.28	26.13	27.00	27.88
0002CJ	Communications Network Specialist	24.98	25.71	26.44	27.19	27.96
0002CK	Multi Media Specialist	30.42	31.28	32.14	33.03	33.95
0002CL	Audio Visual Expert	27.65	28.60	29.56	30.55	31.56
0002CM	Applications Programmer	22.68	23.53	24.37	25.26	26.18
0002CN	System Programmer	22.86	23.71	24.56	25.46	26.38
0002CP	System Administrator	55.04	56.87	58.71	60.88	63.13
0002CQ	Systems Operator	19.31	19.87	20.43	21.02	21.62
0002CR	Pr Systems Architect	96.58	99.87	103.15	107.09	111.15
0002CS	Sr Systems Architect	88.23	91.24	94.28	97.86	101.57
0002CT	Network Draftsman	15.97	16.44	16.92	17.41	17.91
0002CU	Hardware Draftsman	16.09	16.57	17.05	17.54	18.05
0002CV	Statistician	22.30	22.92	23.53	24.17	24.82

0002CW	Sr Hardware Installation Technician	19.94	20.61	21.29	21.98	22.70
0002CX	Hardware Installation Technician	17.54	18.13	18.73	19.34	19.98
0002CY	Sr Network Installation Technician	34.58	35.77	36.97	38.39	39.86
0002CZ	Network Installation Technician	33.82	34.97	36.14	37.52	38.95
0002DA	Technical Writer/Editor	25.41	26.22	27.04	27.90	28.80
0002DB	Data Entry Clerk	12.12	12.53	12.93	13.35	13.78
0002DC	Clerical Assistant	12.69	13.14	13.60	14.07	14.55

SECTION B - SCHEDULE OF ITEMS

TABLE B-3 - Contractor Site (Firm-Fixed Price)

CLIN	LABOR CATEGORY	BASE YR RATE	OPT YR 1 RATE	OPT YR 2 RATE	OPT YR 3 RATE	OPT YR 4 RATE
-	-	-	-	-	-	-
0003	- CONTRACTOR SITE (Firm-Fixed Price)					
0003AA	Program Manager	99.70	103.50	107.37	111.87	116.54
0003AB	Project Manager	97.15	100.91	104.73	109.20	113.88
0003AC	Operations Manager	25.86	26.60	27.33	28.09	28.87
0003AD	Data Base Manager	44.88	46.15	47.42	48.74	50.10
0003AE	Quality Assurance Manager	66.94	69.38	71.89	74.84	77.91
0003AF	Communications Network Manager	58.92	60.74	62.55	64.72	66.96
0003AG	Sr Applications/Computer Systems Test Manager	38.39	39.48	40.57	41.69	42.85
0003AH	Sr Computer Systems Analyst	32.24	33.35	34.47	35.63	36.84
0003AJ	Computer Systems Analyst	28.64	29.45	30.26	31.09	31.95
0003AK	Jr Computer Systems Analyst	20.46	21.02	21.57	22.14	22.73
0003AL	Sr Functional Analyst	60.91	62.99	65.07	67.53	70.08
0003AM	Functional Analyst	41.87	43.33	44.79	46.53	48.33
0003AN	Jr Functional Analyst	21.70	22.52	23.35	24.21	25.12
0003AP	Cost Analyst	45.54	47.29	49.09	51.21	53.44
0003AQ	Sr Training Needs Analyst	36.15	37.04	37.92	38.82	39.76
0003AR	Training Needs Analyst	24.87	25.52	26.16	26.83	27.52
0003AS	Quality Assurance Analyst	24.74	25.47	26.21	26.97	27.75
0003AT	Sr Systems Engineer	37.92	38.92	39.90	40.92	41.96
0003AU	Systems Engineer	31.50	32.27	33.03	33.81	34.62
0003AV	Jr Systems Engineer	21.21	21.78	22.34	22.93	23.54
0003AW	Sr Software Engineer	54.62	56.46	58.31	60.52	62.80
0003AX	Software Engineer	50.57	52.23	53.90	55.87	57.91
0003AY	Jr Software Engineer	35.71	36.91	38.14	39.59	41.09
0003AZ	Pr Information Engineer	45.70	47.17	48.64	50.15	51.72
0003BA	Sr Information Engineer	36.34	37.51	38.69	39.91	41.17
0003BB	Information Engineer	28.20	29.07	29.94	30.84	31.77
0003BC	Pr Open Systems Engineer	45.62	47.08	48.54	50.05	51.61
0003BD	Sr Open Systems Engineer	36.88	38.04	39.21	40.42	41.67
0003BE	Open Systems Engineer	29.20	30.09	30.99	31.92	32.88
0003BF	Sr Applications Engineer	57.57	59.46	61.36	63.60	65.92
0003BG	Applications Engineer	48.90	50.40	51.89	53.67	55.51
0003BH	Student System Engineer	16.69	17.13	17.57	18.03	18.50
0003BJ	Program Administration Specialist	38.20	39.37	40.54	41.94	43.39
0003BK	Sr Project Control Specialist	57.09	59.21	61.35	63.87	66.50
0003BL	Sr Business Planning and Management Specialist	69.11	71.44	73.79	76.60	79.54
0003BM	Sr Performance Measurement Specialist	45.01	46.30	47.59	48.93	50.31
0003BN	Sr Organizational Development Specialist	43.41	44.70	45.98	47.31	48.69
0003BP	Pr Business Process Reengineering Specialist	45.21	46.68	48.15	49.67	51.25
0003BQ	Sr Business Process Reengineering Specialist	37.10	38.31	39.52	40.78	42.08
0003BR	Sr Data Base Management Specialist	57.94	59.81	61.70	63.94	66.26
0003BS	Data Base Management Specialist	55.59	57.43	59.29	61.50	63.78
0003BT	Sr Computer Systems Security Specialist	35.36	36.42	37.48	38.57	39.70
0003BU	Computer Systems Security Specialist	31.86	32.87	33.87	34.92	35.99
0003BV	Sr Data Standardization Specialist	26.68	27.38	28.07	28.79	29.53
0003BW	Data Standardization Specialist	22.52	23.14	23.77	24.41	25.07
0003BX	Sr Training Specialist	32.76	33.96	35.17	36.59	38.07
0003BY	Training Specialist	23.37	24.12	24.88	25.66	26.47
0003BZ	Acquisition Specialist	24.54	25.28	26.03	26.80	27.60
0003CA	Contract Specialist	26.21	27.03	27.86	28.72	29.60
0003CB	Marketing Specialist	24.60	25.35	26.10	26.87	27.68
0003CC	Hardware Specialist	34.69	35.88	37.08	38.51	39.99
0003CD	Graphics Specialist	22.62	23.14	23.65	24.18	24.73
0003CE	Documentation Specialist	33.02	34.05	35.09	36.33	37.63
0003CF	Communications Specialist	56.73	58.63	60.56	62.84	65.21
0003CG	Communications Hardware Specialist	26.55	27.46	28.40	29.34	30.32
0003CH	Communications Software Specialist	27.10	27.95	28.80	29.68	30.58
0003CJ	Communications Network Specialist	27.79	28.53	29.27	30.03	30.81
0003CK	Multi Media Specialist	33.05	33.92	34.79	35.68	36.61
0003CL	Audio Visual Expert	29.58	30.52	31.46	32.43	33.43
0003CM	Applications Programmer	25.20	26.05	26.90	27.79	28.71
0003CN	System Programmer	25.37	26.23	27.09	27.99	28.92
0003CP	System Administrator	57.89	59.79	61.69	63.95	66.28
0003CQ	Systems Operator	21.83	22.39	22.95	23.53	24.12

0003CR	Pr Systems Architect	83.51	86.12	88.73	91.84	95.07
0003CS	Sr Systems Architect	68.32	70.69	73.06	75.86	78.76
0003CT	Network Draftsman	18.73	19.21	19.70	20.19	20.70
0003CU	Hardware Draftsman	18.85	19.34	19.83	20.33	20.85
0003CV	Statistician	24.77	25.39	26.02	26.67	27.33
0003CW	Sr Hardware Installation Technician	22.50	23.18	23.85	24.56	25.28
0003CX	Hardware Installation Technician	20.16	20.76	21.36	21.98	22.62
0003CY	Sr Network Installation Technician	37.30	38.51	39.73	41.19	42.70
0003CZ	Network Installation Technician	36.07	37.19	38.33	39.69	41.10
0003DA	Technical Writer/Editor	28.10	28.93	29.75	30.62	31.52
0003DB	Data Entry Clerk	14.66	15.05	15.46	15.87	16.29
0003DC	Clerical Assistant	15.26	15.72	16.19	16.66	17.15

EDS Rates

Contract No.: SP4700-97-D-0019

SECTION B - SCHEDULE OF ITEMS

TABLE B-4 - Government Site (Firm-Fixed Price)

CLIN	LABOR CATEGORY	BASE YR RATE	OPT YR 1 RATE	OPT YR 2 RATE	OPT YR 3 RATE	OPT YR 4 RATE
-	-	-	-	-	-	-
0004	- GOVERNMENT SITE (Firm-Fixed Price)					
0004AA	Program Manager	95.97	99.75	103.60	108.07	112.71
0004AB	Project Manager	92.74	96.47	100.28	104.71	109.35
0004AC	Operations Manager	21.94	22.67	23.40	24.16	24.94
0004AD	Data Base Manager	41.16	42.43	43.70	45.02	46.38
0004AE	Quality Assurance Manager	62.38	64.80	67.29	70.20	73.23
0004AF	Communications Network Manager	55.31	57.10	58.90	61.03	63.24
0004AG	Sr Applications/Computer Systems Test Manager	35.99	37.09	38.17	39.29	40.45
0004AH	Sr Computer Systems Analyst	29.85	30.96	32.07	33.23	34.44
0004AJ	Computer Systems Analyst	26.25	27.06	27.86	28.69	29.55
0004AK	Jr Computer Systems Analyst	18.07	18.62	19.17	19.74	20.33
0004AL	Sr Functional Analyst	58.01	60.07	62.14	64.57	67.10
0004AM	Functional Analyst	39.13	40.56	42.01	43.72	45.51
0004AN	Jr Functional Analyst	19.31	20.12	20.95	21.82	22.72
0004AP	Cost Analyst	42.79	44.53	46.31	48.41	50.61
0004AQ	Sr Training Needs Analyst	33.75	34.64	35.52	36.43	37.36
0004AR	Training Needs Analyst	22.47	23.12	23.77	24.44	25.12
0004AS	Quality Assurance Analyst	22.34	23.08	23.81	24.57	25.36
0004AT	Sr Systems Engineer	35.52	36.52	37.50	38.52	39.57
0004AU	Systems Engineer	29.11	29.87	30.63	31.42	32.22
0004AV	Jr Systems Engineer	18.81	19.38	19.95	20.54	21.14
0004AW	Sr Software Engineer	51.72	53.54	55.39	57.56	59.82
0004AX	Software Engineer	47.67	49.32	50.97	52.91	54.93
0004AY	Jr Software Engineer	32.81	34.00	35.21	36.63	38.11
0004AZ	Pr Information Engineer	43.31	44.78	46.24	47.76	49.33
0004BA	Sr Information Engineer	33.95	35.12	36.29	37.51	38.77
0004BB	Information Engineer	25.81	26.68	27.54	28.45	29.38
0004BC	Pr Open Systems Engineer	43.22	44.68	46.14	47.65	49.22
0004BD	Sr Open Systems Engineer	34.48	35.65	36.81	38.02	39.28
0004BE	Open Systems Engineer	26.81	27.70	28.59	29.52	30.48
0004BF	Sr Applications Engineer	54.66	56.54	58.43	60.65	62.94
0004BG	Applications Engineer	46.00	47.48	48.96	50.71	52.53
0004BH	Student System Engineer	14.29	14.73	15.18	15.63	16.10
0004BJ	Program Administration Specialist	33.72	34.86	36.01	37.37	38.79
0004BK	Sr Project Control Specialist	53.95	56.04	58.17	60.66	63.27
0004BL	Sr Business Planning and Management Specialist	66.31	68.62	70.96	73.74	76.65
0004BM	Sr Performance Measurement Specialist	42.61	43.91	45.20	46.53	47.91
0004BN	Sr Organizational Development Specialist	41.01	42.30	43.58	44.92	46.30
0004BP	Pr Business Process Reengineering Specialist	42.82	44.28	45.75	47.28	48.85
0004BQ	Sr Business Process Reengineering Specialist	34.70	35.91	37.13	38.38	39.69
0004BR	Sr Data Base Management Specialist	55.18	57.04	58.91	61.13	63.43
0004BS	Data Base Management Specialist	52.78	54.60	56.45	58.63	60.89
0004BT	Sr Computer Systems Security Specialist	32.97	34.02	35.08	36.18	37.31
0004BU	Computer Systems Security Specialist	29.47	30.47	31.48	32.52	33.60
0004BV	Sr Data Standardization Specialist	24.28	24.98	25.68	26.40	27.14
0004BW	Data Standardization Specialist	20.12	20.75	21.37	22.01	22.68
0004BX	Sr Training Specialist	30.01	31.19	32.39	33.79	35.24
0004BY	Training Specialist	20.98	21.73	22.48	23.26	24.08
0004BZ	Acquisition Specialist	22.15	22.89	23.63	24.41	25.21
0004CA	Contract Specialist	23.82	24.64	25.46	26.32	27.20
0004CB	Marketing Specialist	22.21	22.95	23.70	24.48	25.28
0004CC	Hardware Specialist	31.94	33.12	34.31	35.71	37.16
0004CD	Graphics Specialist	20.22	20.74	21.25	21.79	22.34
0004CE	Documentation Specialist	30.15	31.16	32.19	33.41	34.68
0004CF	Communications Specialist	53.83	55.71	57.63	59.89	62.23
0004CG	Communications Hardware Specialist	24.15	25.06	25.99	26.93	27.91
0004CH	Communications Software Specialist	24.71	25.55	26.41	27.28	28.18
0004CJ	Communications Network Specialist	25.40	26.14	26.87	27.63	28.42
0004CK	Multi Media Specialist	30.66	31.52	32.39	33.29	34.21
0004CL	Audio Visual Expert	27.19	28.12	29.06	30.04	31.04
0004CM	Applications Programmer	22.81	23.65	24.51	25.39	26.31
0004CN	System Programmer	22.98	23.84	24.70	25.59	26.52
0004CP	System Administrator	54.99	56.87	58.76	60.99	63.30
0004CQ	Systems Operator	19.32	19.88	20.43	21.01	21.61
0004CR	Pr Systems Architect	80.76	83.36	85.95	89.04	92.24
0004CS	Sr Systems Architect	65.42	67.77	70.13	72.90	75.78
0004CT	Network Draftsman	16.33	16.82	17.30	17.80	18.31
0004CU	Hardware Draftsman	16.46	16.94	17.43	17.93	18.45
0004CV	Statistician	22.37	23.00	23.62	24.27	24.94

0004CW	Sr Hardware Installation Technician	20.10	20.78	21.46	22.16	22.89
0004CX	Hardware Installation Technician	17.76	18.36	18.96	19.59	20.23
0004CY	Sr Network Installation Technician	34.55	35.75	36.96	38.39	39.87
0001CZ	Network Installation Technician	33.17	34.27	35.40	36.73	38.12
0004DA	Technical Writer/Editor	25.71	26.53	27.35	28.22	29.12
0004DB	Data Entry Clerk	12.26	12.66	13.06	13.47	13.89
0004DC	Clerical Assistant	12.87	13.32	13.79	14.27	14.75

EDS Rates

Contract No.: SP4700-97-D-0019

SECTION B - SCHEDULE OF ITEMS

TABLE B-5 - Other Direct Costs

CLIN	DESCRIPTION	QUANTITY	Base Year COST	OPT YR 1 COST	OPT YR 2 COST	OPT YR 3 COST	OPT YR 4 COST
-	-	-	-	-	-	-	-
0005	- OTHER DIRECT COSTS						
0005AA	Material	TBD	TBD	TBD	TBD	TBD	TBD
0005AB	Travel	YBD	TBD	TBD	TBD	TBD	TBD
0005AC	Miscellaneous Costs	TBD	TBD	TBD	TBD	TBD	TBD

Lockheed Martin Rates

Lockheed Martin Rates

Contract No.: SP4700-97-D-0018

SECTION B SCHEDULE OF ITEMS

TABLE B-1 - Contractor Site (Time & Material)

CLIN	LABOR CATEGORY	BASE YR RATE	OPT YR 1 RATE	OPT YR 2 RATE	OPT YR 3 RATE	OPT YR 4 RATE
-	-	-	-	-	-	-
0001	- CONTRACTOR SITE (Time & Material)					
0001AA	Program Manager	79.68	80.72	83.64	89.10	96.55
0001AB	Project Manager	67.57	68.57	70.46	74.09	79.31
0001AC	Operations Manager	36.74	37.52	38.55	40.34	42.93
0001AD	Data Base Manager	57.47	58.69	60.28	63.03	66.97
0001AE	Quality Assurance Manager	52.28	52.86	54.09	56.65	60.42
0001AF	Communications Network Manager	43.25	44.11	45.19	47.16	50.05
0001AG	Sr Applications/Computer Systems Test Manager	109.35	109.17	112.21	117.55	125.26
0001AH	Sr Computer Systems Analyst	49.10	50.05	51.35	53.69	57.10
0001AJ	Computer Systems Analyst	45.79	46.76	47.95	50.08	53.19
0001AK	Jr Computer Systems Analyst	29.94	30.46	31.22	32.58	34.57
0001AL	Sr Functional Analyst	49.19	50.21	51.58	54.00	57.49
0001AM	Functional Analyst	39.28	39.86	40.71	42.39	44.91
0001AN	Jr Functional Analyst	34.20	34.81	35.75	37.39	39.76
0001AP	Cost Analyst	42.05	42.61	43.76	45.95	49.11
0001AQ	Sr Training Needs Analyst	52.68	53.56	54.70	56.80	59.90
0001AR	Training Needs Analyst	36.82	37.41	38.21	39.73	42.00
0001AS	Quality Assurance Analyst	34.23	34.77	35.54	37.05	39.33
0001AT	Sr Systems Engineer	54.98	56.02	57.66	60.67	64.97
0001AU	Systems Engineer	42.32	42.88	44.02	46.32	49.68
0001AV	Jr Systems Engineer	30.81	31.43	32.19	33.56	35.58
0001AW	Sr Software Engineer	120.14	119.77	119.88	122.06	126.28
0001AX	Software Engineer	45.54	46.15	47.57	50.46	54.63
0001AY	Jr Software Engineer	32.03	32.72	33.55	35.00	37.11
0001AZ	Pr Information Engineer	65.48	66.47	68.02	70.99	75.35
0001BA	Sr Information Engineer	61.65	62.59	64.12	67.03	71.24
0001BB	Information Engineer	47.81	48.50	49.64	51.92	55.27
0001BC	Pr Open Systems Engineer	62.13	63.07	64.38	66.96	70.84
0001BD	Sr Open Systems Engineer	54.44	55.17	56.18	58.29	61.49
0001BE	Open Systems Engineer	42.53	43.12	43.97	45.61	48.11
0001BF	Sr Applications Engineer	65.90	66.87	68.51	71.58	76.02
0001BG	Applications Engineer	51.67	52.35	53.59	56.05	59.64
0001BH	Student System Engineer	17.06	17.31	17.61	18.24	19.21
0001BJ	Program Administration Specialist	25.86	26.39	27.09	28.27	29.99
0001BK	Sr Project Control Specialist	42.85	43.40	44.32	46.14	48.83
0001BL	Sr Business Planning and Management Specialist	173.09	175.17	177.86	183.67	192.77
0001BM	Sr Performance Measurement Specialist	53.99	54.85	55.94	58.04	61.24
0001BN	Sr Organizational Development Specialist	53.42	54.21	55.25	57.29	60.42

0001BP	Pr Business Process Reengineering Specialist	58.46	59.21	60.36	62.71	66.27
0001BQ	Sr Business Process Reengineering Specialist	51.87	52.59	53.73	55.93	59.21
0001BR	Sr Data Base Management Specialist	49.15	50.19	51.51	53.83	57.19
0001BS	Data Base Management Specialist	47.54	48.59	49.85	52.05	55.22
0001BT	Sr Computer Systems Security Specialist	69.86	70.97	72.69	75.83	80.40
0001BU	Computer Systems Security Specialist	38.83	39.34	40.24	41.89	44.35
0001BV	Sr Data Standardization Specialist	35.97	36.90	38.06	39.91	42.51
0001BW	Data Standardization Specialist	27.96	28.53	29.28	30.58	32.48
0001BX	Sr Training Specialist	42.73	43.29	44.21	45.95	48.54
0001BY	Training Specialist	29.44	29.83	30.50	31.75	33.63
0001BZ	Acquisition Specialist	33.21	33.71	34.57	36.14	38.43
0001CA	Contract Specialist	53.01	54.33	56.01	58.84	62.90
0001CB	Marketing Specialist	30.79	31.19	31.96	33.37	35.46
0001CC	Hardware Specialist	29.82	30.54	31.40	32.83	34.85
0001CD	Graphics Specialist	17.53	17.87	18.32	19.12	20.29
0001CE	Documentation Specialist	28.92	29.44	30.05	31.18	32.87
0001CF	Communications Specialist	42.32	42.93	43.92	45.78	48.52
0001CG	Communications Hardware Specialist	31.75	32.17	32.76	33.95	35.77
0001CH	Communications Software Specialist	32.55	32.98	33.59	34.82	36.70
0001CJ	Communications Network Specialist	42.98	43.94	45.05	47.01	49.88
0001CK	Multi Media Specialist	35.62	36.10	36.91	38.43	40.70
0001CL	Audio Visual Expert	34.63	35.08	35.90	37.41	39.64
0001CM	Applications Programmer	36.54	37.25	38.10	39.64	41.94
0001CN	System Programmer	37.16	37.84	38.65	40.18	42.47
0001CP	System Administrator	31.26	31.72	32.38	33.58	35.41
0001CQ	Systems Operator	24.80	25.37	26.03	27.18	28.84
0001CR	Pr Systems Architect	64.35	65.63	67.30	70.32	74.73
0001CS	Sr Systems Architect	66.77	67.58	68.78	71.22	74.88
0001CT	Network Draftsman	27.26	27.81	28.53	29.80	31.66
0001CU	Hardware Draftsman	27.25	27.77	28.49	29.76	31.61
0001CV	Statistician	55.46	56.50	57.78	60.08	63.47
0001CW	Sr Hardware Installation Technician	28.20	28.79	29.51	30.79	32.66
0001CX	Hardware Installation Technician	27.11	27.68	28.36	29.53	31.24
0001CY	Sr Network Installation Technician	35.44	36.03	36.74	38.09	40.11
0001CZ	Network Installation Technician	25.34	25.87	26.50	27.62	29.27
0001DA	Technical Writer/Editor	33.90	34.37	35.15	36.76	39.12
0001DB	Data Entry Clerk	17.04	17.39	17.80	18.52	19.58
0001DC	Clerical Assistant	16.15	16.41	16.73	17.36	18.31

SECTION B SCHEDULE OF ITEMS

TABLE B-2 - Government Site (Time & Material)

CLIN	LABOR CATEGORY	BASE YR RATE	OPT YR 1 RATE	OPT YR 2 RATE	OPT YR 3 RATE	OPT YR 4 RATE
-	-	-	-	-	-	-
0002	- GOVERNMENT SITE (Time & Material)					
0002AA	Program Manager	n/a	n/a	n/a	n/a	n/a
0002AB	Project Manager	62.06	63.01	64.83	67.78	71.76
0002AC	Operations Manager	35.06	35.78	36.82	38.44	40.91
0002AD	Data Base Manager	52.05	53.19	54.66	57.13	60.57
0002AE	Quality Assurance Manager	48.55	49.25	50.61	52.91	56.00
0002AF	Communications Network Manager	38.38	39.17	40.31	42.06	44.80
0002AG	Sr Applications/Computer Systems Test Manager	97.82	99.81	102.75	107.25	114.19
0002AH	Sr Computer Systems Analyst	43.96	44.74	45.97	47.91	50.87
0002AJ	Computer Systems Analyst	40.29	41.13	42.30	44.15	46.98
0002AK	Jr Computer Systems Analyst	26.52	26.96	27.71	29.08	30.96
0002AL	Sr Functional Analyst	41.45	42.26	43.51	45.40	48.30
0002AM	Functional Analyst	35.09	35.71	36.70	38.28	40.68
0002AN	Jr Functional Analyst	31.01	31.54	32.37	34.09	36.12
0002AP	Cost Analyst	39.67	40.25	41.41	43.40	46.05
0002AQ	Sr Training Needs Analyst	46.07	46.88	47.88	49.76	52.48
0002AR	Training Needs Analyst	31.98	32.45	33.21	34.60	36.68
0002AS	Quality Assurance Analyst	30.02	30.58	31.49	32.88	35.05
0002AT	Sr Systems Engineer	48.56	49.51	51.03	53.51	56.80
0002AU	Systems Engineer	39.67	40.27	41.44	43.37	45.96
0002AV	Jr Systems Engineer	24.43	24.89	25.55	26.67	28.36
0002AW	Sr Software Engineer	117.94	117.57	117.58	119.64	123.46
0002AX	Software Engineer	42.76	43.36	44.71	46.94	49.72
0002AY	Jr Software Engineer	24.44	24.96	25.65	26.87	28.56
0002AZ	Pr Information Engineer	56.48	57.24	58.67	60.99	64.56
0002BA	Sr Information Engineer	54.54	55.36	56.75	59.15	62.48
0002BB	Information Engineer	42.21	42.79	43.85	45.64	48.25
0002BC	Pr Open Systems Engineer	56.12	56.87	58.15	60.29	63.76
0002BD	Sr Open Systems Engineer	47.44	47.99	48.97	50.66	53.48
0002BE	Open Systems Engineer	38.58	39.09	39.96	41.42	43.83
0002BF	Sr Applications Engineer	60.89	61.80	63.31	66.00	69.64
0002BG	Applications Engineer	46.91	47.56	48.69	50.74	53.47
0002BH	Student System Engineer	16.59	16.82	17.16	17.76	18.77
0002BJ	Program Administration Specialist	22.84	23.30	23.92	25.15	26.70
0002BK	Sr Project Control Specialist	38.80	39.28	40.15	41.75	44.06
0002BL	Sr Business Planning and Management Specialist	171.72	173.62	176.27	181.82	190.84
0002BM	Sr Performance Measurement Specialist	47.40	48.08	49.10	50.84	53.76
0002BN	Sr Organizational Development Specialist	47.52	48.15	49.15	50.85	53.74
0002BP	Pr Business Process Reengineering Specialist	51.83	52.42	53.54	55.44	58.57
0002BQ	Sr Business Process Reengineering Specialist	46.13	46.68	47.77	49.55	52.41
0002BR	Sr Data Base Management Specialist	41.91	42.73	43.92	45.78	48.65
0002BS	Data Base Management Specialist	37.06	37.87	38.85	40.54	42.94
0002BT	Sr Computer Systems Security Specialist	65.52	66.55	68.21	70.90	75.07
0002BU	Computer Systems Security Specialist	35.71	36.13	37.00	38.25	40.58
0002BV	Sr Data Standardization Specialist	34.55	35.46	36.58	38.42	40.92
0002BW	Data Standardization Specialist	23.42	23.85	24.52	25.56	27.21
0002BX	Sr Training Specialist	38.71	39.22	40.06	41.54	43.81
0002BY	Training Specialist	26.72	27.03	27.69	28.81	30.57
0002BZ	Acquisition Specialist	30.94	31.36	32.23	33.55	35.67
0002CA	Contract Specialist	44.76	45.79	47.28	49.50	52.87
0002CB	Marketing Specialist	28.41	28.74	29.49	30.51	32.40
0002CC	Hardware Specialist	26.82	27.47	28.26	29.53	31.23
0002CD	Graphics Specialist	15.35	15.62	16.04	16.79	17.86
0002CE	Documentation Specialist	24.36	24.80	25.34	26.32	27.78
0002CF	Communications Specialist	39.67	40.25	41.17	42.86	45.24
0002CG	Communications Hardware Specialist	28.61	28.95	29.52	30.60	32.32
0002CH	Communications Software Specialist	29.53	29.88	30.48	31.52	33.29
0002CJ	Communications Network Specialist	36.14	36.88	37.87	39.43	41.92
0002CK	Multi Media Specialist	32.53	32.91	33.71	35.07	37.21
0002CL	Audio Visual Expert	31.81	32.17	32.98	34.65	36.80
0002CM	Applications Programmer	26.17	26.59	27.20	28.20	29.85
0002CN	System Programmer	29.47	30.00	30.71	31.89	33.80
0002CP	System Administrator	26.81	27.20	27.75	29.26	30.84
0002CQ	Systems Operator	19.15	19.59	20.15	21.04	22.39
0002CR	Pr Systems Architect	56.27	57.30	58.86	61.31	65.14
0002CS	Sr Systems Architect	62.35	63.13	64.21	66.48	69.75
0002CT	Network Draftsman	24.09	24.54	25.22	26.39	28.09
0002CU	Hardware Draftsman	24.27	24.69	25.37	26.48	28.18
0002CV	Statistician	48.31	49.20	50.33	52.27	55.24

0002CW	Sr Hardware Installation Technician	24.60	25.07	25.75	26.80	28.49
0002CX	Hardware Installation Technician	23.78	24.33	24.99	26.08	27.67
0002CY	Sr Network Installation Technician	32.15	32.88	33.77	35.29	37.49
0002CZ	Network Installation Technician	22.30	22.73	23.32	24.24	25.75
0002DA	Technical Writer/Editor	30.28	30.69	31.42	32.66	34.48
0002DB	Data Entry Clerk	15.07	15.40	15.79	16.46	15.82
0002DC	Clerical Assistant	13.89	14.10	14.41	14.94	15.82

SECTION B

SCHEDULE OF ITEMS

TABLE B-3 - Contractor Site (Firm-Fixed Price)

CLIN	LABOR CATEGORY	BASE YR RATE	OPT YR 1 RATE	OPT YR 2 RATE	OPT YR 3 RATE	OPT YR 4 RATE
-	-	-	-	-	-	-
0003	- CONTRACTOR SITE (Firm-Fixed Price)					
0003AA	Program Manager	97.87	100.12	103.57	110.19	119.20
0003AB	Project Manager	80.35	81.96	84.33	88.83	95.12
0003AC	Operations Manager	38.19	39.04	40.12	42.00	44.71
0003AD	Data Base Manager	60.05	61.42	63.13	66.09	70.28
0003AE	Quality Assurance Manager	62.80	63.98	65.73	69.18	74.02
0003AF	Communications Network Manager	44.81	45.83	47.09	49.30	52.50
0003AG	Sr Applications/Computer Systems Test Manager	114.18	114.23	117.42	123.07	131.16
0003AH	Sr Computer Systems Analyst	51.62	52.69	54.07	56.57	60.18
0003AJ	Computer Systems Analyst	45.79	46.82	48.08	50.31	53.52
0003AK	Jr Computer Systems Analyst	30.13	30.68	31.48	32.89	34.95
0003AL	Sr Functional Analyst	51.74	52.91	54.38	57.00	60.73
0003AM	Functional Analyst	42.34	43.20	44.35	46.46	49.49
0003AN	Jr Functional Analyst	35.82	36.49	37.49	39.23	41.72
0003AP	Cost Analyst	48.84	49.74	51.19	53.90	57.69
0003AQ	Sr Training Needs Analyst	53.44	54.32	55.47	57.58	60.72
0003AR	Training Needs Analyst	37.34	37.93	38.73	40.27	42.56
0003AS	Quality Assurance Analyst	37.29	38.10	39.19	41.14	43.94
0003AT	Sr Systems Engineer	64.07	65.56	67.57	71.24	76.34
0003AU	Systems Engineer	54.04	55.12	56.77	59.94	64.33
0003AV	Jr Systems Engineer	31.00	31.65	32.45	33.86	35.94
0003AW	Sr Software Engineer	123.69	123.43	123.64	126.01	130.47
0003AX	Software Engineer	64.51	65.85	67.96	72.08	77.73
0003AY	Jr Software Engineer	32.22	32.94	33.81	35.31	37.48
0003AZ	Pr Information Engineer	70.34	71.58	73.26	76.52	81.27
0003BA	Sr Information Engineer	67.50	68.75	70.46	73.73	78.40
0003BB	Information Engineer	55.48	56.46	57.86	60.61	64.54
0003BC	Pr Open Systems Engineer	67.31	68.41	69.83	72.66	76.87
0003BD	Sr Open Systems Engineer	56.52	57.33	58.40	60.62	63.94
0003BE	Open Systems Engineer	42.79	43.43	44.33	46.04	48.63
0003BF	Sr Applications Engineer	71.49	72.77	74.57	77.98	82.86
0003BG	Applications Engineer	59.91	61.03	62.66	65.77	70.16
0003BH	Student System Engineer	17.17	17.43	17.77	18.43	19.44
0003BJ	Program Administration Specialist	26.02	26.55	27.25	28.44	30.16
0003BK	Sr Project Control Specialist	45.78	46.46	47.47	49.47	52.39
0003BL	Sr Business Planning and Management Specialist	174.13	176.21	178.92	184.77	193.93
0003BM	Sr Performance Measurement Specialist	55.53	56.41	57.52	59.69	62.97
0003BN	Sr Organizational Development Specialist	54.75	55.57	56.63	58.72	61.92
0003BP	Pr Business Process Reengineering Specialist	61.34	62.20	63.43	65.94	69.70
0003BQ	Sr Business Process Reengineering Specialist	54.28	55.13	56.32	58.66	62.13
0003BR	Sr Data Base Management Specialist	50.41	51.52	52.87	55.26	58.72
0003BS	Data Base Management Specialist	47.67	48.72	49.98	52.19	55.36
0003BT	Sr Computer Systems Security Specialist	73.02	74.27	76.07	79.38	84.18
0003BU	Computer Systems Security Specialist	39.18	39.70	40.61	42.27	44.75
0003BV	Sr Data Standardization Specialist	36.18	37.11	38.28	40.15	42.76
0003BW	Data Standardization Specialist	28.14	28.71	29.46	30.77	32.68
0003BX	Sr Training Specialist	44.40	45.03	46.00	47.83	50.55
0003BY	Training Specialist	29.89	30.29	30.97	32.24	34.14
0003BZ	Acquisition Specialist	34.97	35.54	36.46	38.14	40.56
0003CA	Contract Specialist	56.23	57.68	59.47	62.51	66.82
0003CB	Marketing Specialist	32.64	33.11	33.93	35.46	37.68
0003CC	Hardware Specialist	29.99	30.72	31.58	33.02	35.06
0003CD	Graphics Specialist	17.64	17.98	18.44	19.24	20.41
0003CE	Documentation Specialist	29.44	29.98	30.64	31.82	33.59
0003CF	Communications Specialist	45.77	46.51	47.59	49.65	52.63
0003CG	Communications Hardware Specialist	33.47	33.92	34.53	35.78	37.70
0003CH	Communications Software Specialist	34.47	34.92	35.56	36.86	38.84
0003CJ	Communications Network Specialist	43.45	44.41	45.53	47.52	50.41
0003CK	Multi Media Specialist	36.26	36.75	37.57	39.12	41.42
0003CL	Audio Visual Expert	35.12	35.58	36.41	37.94	40.20
0003CM	Applications Programmer	36.93	37.74	38.71	40.41	42.89
0003CN	System Programmer	37.65	38.38	39.25	40.84	43.22
0003CP	System Administrator	31.80	32.27	32.94	34.16	36.01
0003CQ	Systems Operator	24.95	25.54	26.24	27.43	29.15
0003CR	Pr Systems Architect	66.90	68.31	70.05	73.22	77.83
0003CS	Sr Systems Architect	68.22	69.09	70.34	72.86	76.62
0003CT	Network Draftsman	27.43	27.99	28.71	29.99	31.85
0003CU	Hardware Draftsman	27.42	27.95	28.67	29.94	31.81
0003CV	Statistician	56.59	57.65	58.95	61.29	64.75

0003CW	Sr Hardware Installation Technician	28.50	29.09	29.82	31.11	33.00
0003CX	Hardware Installation Technician	27.27	27.90	28.65	29.90	31.73
0003CY	Sr Network Installation Technician	35.65	36.46	37.45	39.13	41.57
0003CZ	Network Installation Technician	25.76	26.29	26.93	28.07	29.75
0003DA	Technical Writer/Editor	40.22	40.91	41.92	43.92	46.77
0003DB	Data Entry Clerk	17.25	17.63	18.07	18.84	19.95
0003DC	Clerical Assistant	16.43	16.71	17.05	17.71	18.71

SECTION B SCHEDULE OF ITEMS

TABLE B-4 - Government Site (Firm-Fixed Price)

CLIN	LABOR CATEGORY	BASE YR RATE	OPT YR 1 RATE	OPT YR 2 RATE	OPT YR 3 RATE	OPT YR 4 RATE
-	-	-	-	-	-	-
0004	- GOVERNMENT SITE (Firm-Fixed Price)					
0004AA	Program Manager	n/a	n/a	n/a	n/a	n/a
0004AB	Project Manager	74.77	76.29	78.54	82.32	87.31
0004AC	Operations Manager	36.51	37.28	38.38	40.08	42.68
0004AD	Data Base Manager	54.61	55.87	57.42	60.05	63.69
0004AE	Quality Assurance Manager	58.99	60.14	61.84	64.82	68.72
0004AF	Communications Network Manager	39.92	40.76	41.95	43.80	46.66
0004AG	Sr Applications/Computer Systems Test Manager	102.58	104.80	107.90	112.69	120.03
0004AH	Sr Computer Systems Analyst	46.45	47.34	48.66	50.74	53.92
0004AJ	Computer Systems Analyst	40.29	41.13	42.30	44.15	46.98
0004AK	Jr Computer Systems Analyst	26.69	27.13	27.88	29.26	31.16
0004AL	Sr Functional Analyst	43.95	44.89	46.21	48.26	51.37
0004AM	Functional Analyst	38.10	38.83	39.93	41.69	44.33
0004AN	Jr Functional Analyst	32.61	33.20	34.09	35.91	38.06
0004AP	Cost Analyst	46.44	47.31	48.71	51.13	54.31
0004AQ	Sr Training Needs Analyst	46.70	47.51	48.52	50.42	53.16
0004AR	Training Needs Analyst	32.41	32.89	33.65	35.06	37.15
0004AS	Quality Assurance Analyst	33.05	33.72	34.74	36.32	38.73
0004AT	Sr Systems Engineer	57.62	58.96	60.80	63.87	67.88
0004AU	Systems Engineer	51.37	52.42	54.01	56.71	60.21
0004AV	Jr Systems Engineer	24.58	25.05	25.71	26.84	28.54
0004AW	Sr Software Engineer	121.45	121.19	121.29	123.54	127.60
0004AX	Software Engineer	61.70	63.04	65.06	68.55	72.79
0004AY	Jr Software Engineer	24.59	25.11	25.80	27.03	28.73
0004AZ	Pr Information Engineer	61.19	62.19	63.76	66.36	70.31
0004BA	Sr Information Engineer	60.29	61.40	62.97	65.73	69.52
0004BB	Information Engineer	49.75	50.61	51.93	54.19	57.37
0004BC	Pr Open Systems Engineer	60.98	61.88	63.28	65.63	69.43
0004BD	Sr Open Systems Engineer	49.37	49.99	51.02	52.80	55.76
0004BE	Open Systems Engineer	38.82	39.33	40.21	41.67	44.10
0004BF	Sr Applications Engineer	66.41	67.63	69.29	72.32	76.40
0004BG	Applications Engineer	55.32	56.33	57.73	60.32	63.69
0004BH	Student System Engineer	16.69	16.92	17.27	17.87	18.89
0004BJ	Program Administration Specialist	22.97	23.43	24.06	25.30	26.86
0004BK	Sr Project Control Specialist	41.69	42.28	43.25	45.03	47.56
0004BL	Sr Business Planning and Management Specialist	172.75	174.66	177.32	182.91	191.98
0004BM	Sr Performance Measurement Specialist	48.74	49.44	50.49	52.27	55.26
0004BN	Sr Organizational Development Specialist	48.69	49.33	50.35	52.10	55.05
0004BP	Pr Business Process Reengineering Specialist	54.55	55.26	56.46	58.50	61.84
0004BQ	Sr Business Process Reengineering Specialist	48.46	49.13	50.29	52.20	55.25
0004BR	Sr Data Base Management Specialist	43.11	44.00	45.22	47.15	50.12
0004BS	Data Base Management Specialist	37.16	37.98	38.97	40.66	43.06
0004BT	Sr Computer Systems Security Specialist	68.56	69.72	71.46	74.31	78.70
0004BU	Computer Systems Security Specialist	36.03	36.45	37.34	38.59	40.94
0004BV	Sr Data Standardization Specialist	34.76	35.67	36.79	38.65	41.15
0004BW	Data Standardization Specialist	23.57	24.00	24.67	25.72	27.38
0004BX	Sr Training Specialist	40.34	40.90	41.79	43.37	45.76
0004BY	Training Specialist	27.12	27.44	28.11	29.24	31.02
0004BZ	Acquisition Specialist	32.67	33.16	34.08	35.50	37.76
0004CA	Contract Specialist	47.93	49.08	50.68	53.10	56.72
0004CB	Marketing Specialist	30.22	30.60	31.42	32.54	34.58
0004CC	Hardware Specialist	26.97	27.63	28.42	29.70	31.55
0004CD	Graphics Specialist	15.44	15.72	16.14	16.89	17.97
0004CE	Documentation Specialist	24.80	25.25	25.80	26.80	28.28
0004CF	Communications Specialist	43.05	43.76	44.78	46.65	49.28
0004CG	Communications Hardware Specialist	30.16	30.51	31.12	32.25	34.05
0004CH	Communications Software Specialist	31.26	31.63	32.25	33.35	35.23
0004CJ	Communications Network Specialist	36.55	37.29	38.30	39.87	42.39
0004CK	Multi Media Specialist	33.09	33.49	34.29	35.67	37.85
0004CL	Audio Visual Expert	32.25	32.62	33.44	35.12	37.30
0004CM	Applications Programmer	26.60	27.04	27.65	28.67	30.34
0004CN	System Programmer	29.88	30.42	31.14	32.33	34.27
0004CP	System Administrator	27.26	27.66	28.23	29.75	31.36
0004CQ	Systems Operator	19.27	19.71	20.28	21.17	22.53
0004CR	Pr Systems Architect	58.73	59.88	61.53	64.11	68.14
0004CS	Sr Systems Architect	63.77	64.61	65.73	68.08	71.45
0004CT	Network Draftsman	24.24	24.69	25.37	26.56	28.27
0004CU	Hardware Draftsman	24.42	24.84	25.53	26.65	28.36
0004CV	Statistician	49.30	50.21	51.35	53.34	56.35

0004CW	Sr Hardware Installation Technician	24.86	25.34	26.02	27.08	28.79
0004CX	Hardware Installation Technician	23.92	24.47	25.13	26.23	27.83
0004CY	Sr Network Installation Technician	32.34	33.07	33.97	35.50	37.71
0001CZ	Network Installation Technician	22.69	23.12	23.72	24.66	26.19
0004DA	Technical Writer/Editor	36.52	37.15	38.10	39.74	42.04
0004DB	Data Entry Clerk	15.27	15.60	15.99	16.67	17.65
0004DC	Clerical Assistant	14.13	14.35	14.67	15.20	16.10

Lockheed Martin Rates

Contract No.: SP4700-97-D-0018

SECTION B

SCHEDULE OF ITEMS

TABLE B-5 - Other Direct Costs

CLIN	DESCRIPTION	QUANTITY	Base Year COST	OPT YR 1 COST	OPT YR 2 COST	OPT YR 3 COST	OPT YR 4 COST
-	-	-	-	-	-	-	-
0005	- OTHER DIRECT COSTS						
0005AA	Material	TBD	TBD	TBD	TBD	TBD	TBD
0005AB	Travel	YBD	TBD	TBD	TBD	TBD	TBD
0005AC	Miscellaneous Costs	TBD	TBD	TBD	TBD	TBD	TBD

PRC

PRC Rates

Contract No.: SP4700-97-D-0020

SECTION B - SCHEDULE OF ITEMS

TABLE B-1 - Contractor Site (Time & Material)

CLIN	LABOR CATEGORY	BASE YR RATE	OPT YR 1 RATE	OPT YR 2 RATE	OPT YR 3 RATE	OPT YR 4 RATE
-	-	-	-	-	-	-
0001	- CONTRACTOR SITE (Time & Material)					
0001AA	Program Manager	78.54	77.85	77.75	77.63	77.63
0001AB	Project Manager	86.37	87.67	89.33	91.05	93.15
0001AC	Operations Manager	24.89	25.19	25.67	26.36	27.18
0001AD	Data Base Manager	36.41	37.36	38.41	39.54	40.72
0001AE	Quality Assurance Manager	35.49	35.29	35.31	35.26	35.26
0001AF	Communications Network Manager	34.34	35.12	35.99	36.99	38.04
0001AG	Sr Applications/Computer Systems Test Manager	54.22	55.20	56.40	57.63	58.92
0001AH	Sr Computer Systems Analyst	26.37	26.96	27.66	28.43	29.23
0001AJ	Computer Systems Analyst	21.92	22.40	22.97	23.60	24.26
0001AK	Jr Computer Systems Analyst	20.55	21.01	21.53	22.10	22.68
0001AL	Sr Functional Analyst	49.87	50.53	51.38	52.24	53.15
0001AM	Functional Analyst	28.72	29.39	30.07	30.89	31.75
0001AN	Jr Functional Analyst	19.65	20.11	20.64	21.21	21.80
0001AP	Cost Analyst	55.63	56.49	57.56	58.59	59.65
0001AQ	Sr Training Needs Analyst	53.02	54.24	55.49	56.53	57.17
0001AR	Training Needs Analyst	26.79	27.10	27.61	28.36	29.22
0001AS	Quality Assurance Analyst	35.88	36.45	37.15	37.86	38.61
0001AT	Sr Systems Engineer	62.07	63.03	64.27	65.51	66.87
0001AU	Systems Engineer	44.46	45.09	45.92	46.76	47.67
0001AV	Jr Systems Engineer	20.34	20.81	21.35	21.93	22.53
0001AW	Sr Software Engineer	55.43	56.72	58.10	59.40	60.48
0001AX	Software Engineer	40.95	41.95	43.04	44.11	45.12
0001AY	Jr Software Engineer	31.76	32.52	33.35	34.16	34.94
0001AZ	Pr Information Engineer	71.57	72.76	74.22	75.70	77.26
0001BA	Sr Information Engineer	45.07	46.05	47.17	48.32	49.52
0001BB	Information Engineer	28.08	28.80	29.61	30.48	31.39
0001BC	Pr Open Systems Engineer	84.63	86.94	89.17	91.51	93.54
0001BD	Sr Open Systems Engineer	63.89	64.88	66.11	67.36	68.66
0001BE	Open Systems Engineer	30.29	31.04	31.90	32.82	33.77
0001BF	Sr Applications Engineer	65.32	65.97	66.92	67.85	68.84
0001BG	Applications Engineer	28.38	28.74	29.29	30.06	30.98
0001BH	Student System Engineer	16.00	15.96	15.96	15.96	15.96
0001BJ	Program Administration Specialist	27.30	27.66	28.11	28.57	29.06
0001BK	Sr Project Control Specialist	37.13	37.65	38.31	38.96	39.65
0001BL	Sr Business Planning and Management Specialist	31.29	32.13	33.08	34.09	35.16
0001BM	Sr Performance Measurement Specialist	31.33	32.17	33.12	34.13	35.20
0001BN	Sr Organizational Development Specialist	33.09	33.96	34.94	35.99	37.10

0001BP	Pr Business Process Reengineering Specialist	79.15	80.56	82.24	83.88	85.53
0001BQ	Sr Business Process Reengineering Specialist	33.62	34.40	35.28	36.22	37.20
0001BR	Sr Data Base Management Specialist	75.65	77.65	79.68	81.53	82.89
0001BS	Data Base Management Specialist	41.46	42.14	42.99	43.86	44.77
0001BT	Sr Computer Systems Security Specialist	60.47	61.27	62.32	63.36	64.47
0001BU	Computer Systems Security Specialist	23.05	23.49	24.02	24.64	25.30
0001BV	Sr Data Standardization Specialist	38.83	39.45	40.22	41.00	41.82
0001BW	Data Standardization Specialist	19.30	19.77	20.31	20.89	21.51
0001BX	Sr Training Specialist	50.01	51.37	52.71	53.88	54.59
0001BY	Training Specialist	21.30	21.84	22.47	23.16	23.90
0001BZ	Acquisition Specialist	21.74	22.28	22.90	23.57	24.27
0001CA	Contract Specialist	24.75	25.27	25.90	26.64	27.42
0001CB	Marketing Specialist	25.87	26.45	27.12	27.86	28.66
0001CC	Hardware Specialist	26.11	26.63	27.26	28.00	28.79
0001CD	Graphics Specialist	22.98	22.93	22.92	22.92	22.92
0001CE	Documentation Specialist	21.88	22.37	22.94	23.60	24.29
0001CF	Communications Specialist	50.89	51.42	52.19	52.98	53.83
0001CG	Communications Hardware Specialist	20.05	20.55	21.09	21.66	22.24
0001CH	Communications Software Specialist	20.31	20.73	21.20	21.71	22.25
0001CJ	Communications Network Specialist	20.17	20.63	21.14	21.67	22.23
0001CK	Multi Media Specialist	21.61	21.82	22.11	22.41	22.72
0001CL	Audio Visual Expert	25.02	25.52	26.09	26.68	27.29
0001CM	Applications Programmer	24.21	24.15	24.87	25.61	26.38
0001CN	System Programmer	25.55	25.49	26.25	27.03	27.84
0001CP	System Administrator	30.39	31.00	31.74	32.62	33.58
0001CQ	Systems Operator	19.31	19.26	19.26	19.26	19.26
0001CR	Pr Systems Architect	31.71	32.46	33.29	34.19	35.11
0001CS	Sr Systems Architect	29.92	30.63	31.43	32.28	33.16
0001CT	Network Draftsman	22.98	22.93	22.92	22.92	22.92
0001CU	Hardware Draftsman	22.98	22.93	22.93	22.92	22.92
0001CV	Statistician	30.06	30.70	31.47	32.35	33.29
0001CW	Sr Hardware Installation Technician	26.97	26.90	26.89	26.89	26.89
0001CX	Hardware Installation Technician	22.28	22.23	22.22	22.22	22.22
0001CY	Sr Network Installation Technician	27.56	27.81	28.18	28.64	29.15
0001CZ	Network Installation Technician	22.28	22.23	22.22	22.22	22.22
0001DA	Technical Writer/Editor	21.63	22.13	22.70	23.31	23.93
0001DB	Data Entry Clerk	17.38	17.34	17.34	17.33	17.33
0001DC	Clerical Assistant	13.52	13.49	13.48	13.48	13.48

SECTION B - SCHEDULE OF ITEMS

TABLE B-2 - Government Site (Time & Material)

CLIN	LABOR CATEGORY	BASE YR RATE	OPT YR 1 RATE	OPT YR 2 RATE	OPT YR 3 RATE	OPT YR 4 RATE
-	-	-	-	-	-	-
0002	- GOVERNMENT SITE (Time & Material)					
0002AA	Program Manager	78.54	77.85	77.75	77.63	77.63
0002AB	Project Manager	86.37	87.67	89.33	91.05	93.15
0002AC	Operations Manager	24.89	25.19	25.67	26.36	27.18
0002AD	Data Base Manager	36.41	37.36	38.41	39.54	40.72
0002AE	Quality Assurance Manager	35.49	35.29	35.31	35.26	35.26
0002AF	Communications Network Manager	34.34	35.12	35.99	36.99	38.04
0002AG	Sr Applications/Computer Systems Test Manager	54.22	55.20	56.40	57.63	58.92
0002AH	Sr Computer Systems Analyst	26.37	26.96	27.66	28.43	29.23
0002AJ	Computer Systems Analyst	21.92	22.40	22.97	23.60	24.26
0002AK	Jr Computer Systems Analyst	20.55	21.01	21.53	22.10	22.68
0002AL	Sr Functional Analyst	49.87	50.53	51.38	52.24	53.15
0002AM	Functional Analyst	28.72	29.39	30.07	30.89	31.75
0002AN	Jr Functional Analyst	19.65	20.11	20.64	21.21	21.80
0002AP	Cost Analyst	55.63	56.49	57.56	58.59	59.65
0002AQ	Sr Training Needs Analyst	53.02	54.24	55.49	56.53	57.17
0002AR	Training Needs Analyst	26.79	27.10	27.61	28.36	29.22
0002AS	Quality Assurance Analyst	35.88	36.45	37.15	37.86	38.61
0002AT	Sr Systems Engineer	62.07	63.03	64.27	65.51	66.87
0002AU	Systems Engineer	44.46	45.09	45.92	46.76	47.67
0002AV	Jr Systems Engineer	20.34	20.81	21.35	21.93	22.53
0002AW	Sr Software Engineer	55.43	56.72	58.10	59.40	60.48
0002AX	Software Engineer	40.95	41.95	43.04	44.11	45.12
0002AY	Jr Software Engineer	31.76	32.52	33.35	34.16	34.94
0002AZ	Pr Information Engineer	71.57	72.76	74.22	75.70	77.26
0002BA	Sr Information Engineer	45.07	46.05	47.17	48.32	49.52
0002BB	Information Engineer	28.08	28.80	29.61	30.48	31.39
0002BC	Pr Open Systems Engineer	84.63	86.94	89.17	91.51	93.54
0002BD	Sr Open Systems Engineer	63.89	64.88	66.11	67.36	68.66
0002BE	Open Systems Engineer	30.29	31.04	31.90	32.82	33.77
0002BF	Sr Applications Engineer	65.32	65.97	66.92	67.85	68.84
0002BG	Applications Engineer	28.38	28.74	29.29	30.06	30.98
0002BH	Student System Engineer	16.00	15.96	15.96	15.96	15.96
0002BJ	Program Administration Specialist	27.30	27.66	28.11	28.57	29.06
0002BK	Sr Project Control Specialist	37.13	37.65	38.31	38.96	39.65
0002BL	Sr Business Planning and Management Specialist	31.29	32.13	33.08	34.09	35.16
0002BM	Sr Performance Measurement Specialist	31.33	32.17	33.12	34.13	35.20
0002BN	Sr Organizational Development Specialist	33.09	33.96	34.94	35.99	37.10
0002BP	Pr Business Process Reengineering Specialist	79.15	80.56	82.24	83.88	85.53
0002BQ	Sr Business Process Reengineering Specialist	33.62	34.40	35.28	36.22	37.20
0002BR	Sr Data Base Management Specialist	75.65	77.65	79.68	81.53	82.89
0002BS	Data Base Management Specialist	41.46	42.14	42.99	43.86	44.77
0002BT	Sr Computer Systems Security Specialist	60.47	61.27	62.32	63.36	64.47
0002BU	Computer Systems Security Specialist	23.05	23.49	24.02	24.64	25.30
0002BV	Sr Data Standardization Specialist	38.83	39.45	40.22	41.00	41.82
0002BW	Data Standardization Specialist	19.30	19.77	20.31	20.89	21.51
0002BX	Sr Training Specialist	50.01	51.37	52.71	53.88	54.59
0002BY	Training Specialist	21.30	21.84	22.47	23.16	23.90
0002BZ	Acquisition Specialist	21.74	22.28	22.90	23.57	24.27
0002CA	Contract Specialist	24.75	25.27	25.90	26.64	27.42
0002CB	Marketing Specialist	25.87	26.45	27.12	27.86	28.66
0002CC	Hardware Specialist	26.11	26.63	27.26	28.00	28.79
0002CD	Graphics Specialist	22.98	22.93	22.92	22.92	22.92
0002CE	Documentation Specialist	21.88	22.37	22.94	23.60	24.29
0002CF	Communications Specialist	50.89	51.42	52.19	52.98	53.83
0002CG	Communications Hardware Specialist	20.05	20.55	21.09	21.66	22.24
0002CH	Communications Software Specialist	20.31	20.73	21.20	21.71	22.25
0002CJ	Communications Network Specialist	20.17	20.63	21.14	21.67	22.23
0002CK	Multi Media Specialist	21.61	21.82	22.11	22.41	22.72
0002CL	Audio Visual Expert	25.02	25.52	26.09	26.68	27.29
0002CM	Applications Programmer	24.21	24.15	24.87	25.61	26.38
0002CN	System Programmer	25.55	25.49	26.25	27.03	27.84
0002CP	System Administrator	30.39	31.00	31.74	32.62	33.58
0002CQ	Systems Operator	19.31	19.26	19.26	19.26	19.26
0002CR	Pr Systems Architect	31.71	32.46	33.29	34.19	35.11
0002CS	Sr Systems Architect	29.92	30.63	31.43	32.28	33.16
0002CT	Network Draftsman	22.98	22.93	22.92	22.92	22.92
0002CU	Hardware Draftsman	22.98	22.93	22.92	22.92	22.92
0002CV	Statistician	30.06	30.70	31.47	32.35	33.29

0002CW	Sr Hardware Installation Technician	26.97	26.90	26.89	26.89	26.89
0002CX	Hardware Installation Technician	22.28	22.23	22.22	22.22	22.22
0002CY	Sr Network Installation Technician	27.56	27.81	28.18	28.64	29.15
0002CZ	Network Installation Technician	22.28	22.23	22.22	22.22	22.22
0002DA	Technical Writer/Editor	21.63	22.13	22.70	23.31	23.93
0002DB	Data Entry Clerk	17.38	17.34	17.34	17.33	17.33
0002DC	Clerical Assistant	13.52	13.49	13.48	13.48	13.48

SECTION B - SCHEDULE OF ITEMS

TABLE B-3 - Contractor Site (Firm-Fixed Price)

CLIN	LABOR CATEGORY	BASE YR RATE	OPT YR 1 RATE	OPT YR 2 RATE	OPT YR 3 RATE	OPT YR 4 RATE
-	-	-	-	-	-	-
0003	- CONTRACTOR SITE (Firm-Fixed Price)					
0003AA	Program Manager	80.02	79.31	79.21	79.09	79.09
0003AB	Project Manager	89.16	90.52	92.24	94.03	96.20
0003AC	Operations Manager	25.36	25.66	26.16	26.86	27.69
0003AD	Data Base Manager	37.79	38.76	39.86	41.03	42.25
0003AE	Quality Assurance Manager	36.16	35.95	35.98	35.93	35.93
0003AF	Communications Network Manager	35.53	36.33	37.24	38.27	39.36
0003AG	Sr Applications/Computer Systems Test Manager	56.07	57.09	58.33	59.62	60.96
0003AH	Sr Computer Systems Analyst	27.27	27.88	28.61	29.40	30.23
0003AJ	Computer Systems Analyst	22.58	23.08	23.66	24.31	25.00
0003AK	Jr Computer Systems Analyst	21.26	21.74	22.28	22.86	23.47
0003AL	Sr Functional Analyst	51.43	52.12	53.00	53.90	54.84
0003AM	Functional Analyst	29.75	30.45	31.15	32.00	32.89
0003AN	Jr Functional Analyst	20.38	20.86	21.41	22.00	22.61
0003AP	Cost Analyst	57.44	58.35	59.44	60.51	61.61
0003AQ	Sr Training Needs Analyst	54.46	55.73	57.03	58.11	58.77
0003AR	Training Needs Analyst	27.29	27.62	28.13	28.89	29.78
0003AS	Quality Assurance Analyst	37.04	37.63	38.37	39.10	39.88
0003AT	Sr Systems Engineer	64.06	65.07	66.35	67.63	69.04
0003AU	Systems Engineer	45.92	46.58	47.43	48.31	49.25
0003AV	Jr Systems Engineer	21.08	21.57	22.13	22.73	23.35
0003AW	Sr Software Engineer	57.21	58.55	59.98	61.33	62.45
0003AX	Software Engineer	42.39	43.43	44.56	45.68	46.71
0003AY	Jr Software Engineer	32.86	33.65	34.51	35.35	36.16
0003AZ	Pr Information Engineer	73.89	75.13	76.65	78.18	79.79
0003BA	Sr Information Engineer	46.58	47.60	48.75	49.95	51.19
0003BB	Information Engineer	29.14	29.88	30.73	31.63	32.57
0003BC	Pr Open Systems Engineer	87.55	89.88	92.28	94.71	96.82
0003BD	Sr Open Systems Engineer	65.94	66.97	68.26	69.55	70.90
0003BE	Open Systems Engineer	31.42	32.20	33.10	34.05	35.03
0003BF	Sr Applications Engineer	67.21	67.89	68.88	69.84	70.88
0003BG	Applications Engineer	28.91	29.28	29.84	30.63	31.57
0003BH	Student System Engineer	16.30	16.27	16.27	16.26	16.26
0003BJ	Program Administration Specialist	28.22	28.60	29.07	29.55	30.05
0003BK	Sr Project Control Specialist	38.28	38.82	39.50	40.18	40.90
0003BL	Sr Business Planning and Management Specialist	32.42	33.30	34.28	35.33	36.44
0003BM	Sr Performance Measurement Specialist	32.46	33.33	34.32	35.37	36.48
0003BN	Sr Organizational Development Specialist	34.29	35.20	36.22	37.31	38.45
0003BP	Pr Business Process Reengineering Specialist	81.79	83.26	85.00	86.70	88.42
0003BQ	Sr Business Process Reengineering Specialist	34.75	35.55	36.47	37.44	38.46
0003BR	Sr Data Base Management Specialist	78.08	80.16	82.27	84.20	85.61
0003BS	Data Base Management Specialist	42.85	43.55	44.43	45.34	46.29
0003BT	Sr Computer Systems Security Specialist	62.33	63.16	64.25	65.34	66.49
0003BU	Computer Systems Security Specialist	23.63	24.07	24.62	25.25	25.93
0003BV	Sr Data Standardization Specialist	40.08	40.73	41.52	42.34	43.19
0003BW	Data Standardization Specialist	19.99	20.48	21.04	21.65	22.28
0003BX	Sr Training Specialist	51.48	52.89	54.29	55.50	56.24
0003BY	Training Specialist	21.99	22.55	23.20	23.92	24.68
0003BZ	Acquisition Specialist	22.47	23.05	23.69	24.38	25.09
0003CA	Contract Specialist	25.56	26.10	26.75	27.51	28.32
0003CB	Marketing Specialist	26.78	27.37	28.06	28.83	29.66
0003CC	Hardware Specialist	26.95	27.48	28.13	28.90	29.71
0003CD	Graphics Specialist	23.42	23.36	23.36	23.35	23.35
0003CE	Documentation Specialist	22.61	23.11	23.70	24.38	25.10
0003CF	Communications Specialist	52.43	52.99	53.79	54.61	55.49
0003CG	Communications Hardware Specialist	20.71	21.22	21.78	22.37	22.97
0003CH	Communications Software Specialist	20.96	21.39	21.88	22.41	22.97
0003CJ	Communications Network Specialist	20.82	21.29	21.81	22.37	22.95
0003CK	Multi Media Specialist	22.14	22.35	22.66	22.96	23.28
0003CL	Audio Visual Expert	25.85	26.36	26.95	27.56	28.20
0003CM	Applications Programmer	24.67	24.61	25.34	26.10	26.88
0003CN	System Programmer	26.03	25.97	26.74	27.54	28.37
0003CP	System Administrator	31.30	31.93	32.70	33.61	34.59
0003CQ	Systems Operator	19.67	19.63	19.62	19.62	19.62
0003CR	Pr Systems Architect	32.71	33.48	34.34	35.26	36.22
0003CS	Sr Systems Architect	30.89	31.62	32.44	33.32	34.23
0003CT	Network Draftsman	23.42	23.36	23.36	23.35	23.35
0003CU	Hardware Draftsman	23.42	23.36	23.36	23.35	23.35
0003CV	Statistician	31.05	31.71	32.51	33.41	34.39

0003CW	Sr Hardware Installation Technician	27.47	27.41	27.40	27.40	27.40
0003CX	Hardware Installation Technician	22.70	22.65	22.64	22.64	22.64
0003CY	Sr Network Installation Technician	28.45	28.70	29.09	29.58	30.10
0003CZ	Network Installation Technician	22.70	22.65	22.64	22.64	22.64
0003DA	Technical Writer/Editor	22.43	22.95	23.53	24.17	24.82
0003DB	Data Entry Clerk	17.71	17.67	17.66	17.66	17.66
0003DC	Clerical Assistant	13.78	13.74	13.74	13.74	13.74

SECTION B - SCHEDULE OF ITEMS

TABLE B-4 - Government Site (Firm-Fixed Price)

CLIN	LABOR CATEGORY	BASE YR RATE	OPT YR 1 RATE	OPT YR 2 RATE	OPT YR 3 RATE	OPT YR 4 RATE
-	-	-	-	-	-	-
0004	- GOVERNMENT SITE (Firm-Fixed Price)					
0004AA	Program Manager	80.02	79.31	79.21	79.09	79.09
0004AB	Project Manager	89.16	90.52	92.24	94.03	96.20
0004AC	Operations Manager	25.36	25.66	26.16	26.86	27.69
0004AD	Data Base Manager	37.79	38.76	39.86	41.03	42.25
0004AE	Quality Assurance Manager	36.16	35.95	35.98	35.93	35.93
0004AF	Communications Network Manager	35.53	36.33	37.24	38.27	39.36
0004AG	Sr Applications/Computer Systems Test Manager	56.07	57.09	58.33	59.62	60.96
0004AH	Sr Computer Systems Analyst	27.27	27.88	28.61	29.40	30.23
0004AJ	Computer Systems Analyst	22.58	23.08	23.66	24.31	25.00
0004AK	Jr Computer Systems Analyst	21.26	21.74	22.28	22.86	23.47
0004AL	Sr Functional Analyst	51.43	52.12	53.00	53.90	54.84
0004AM	Functional Analyst	29.75	30.45	31.15	32.00	32.89
0004AN	Jr Functional Analyst	20.38	20.86	21.41	22.00	22.61
0004AP	Cost Analyst	57.44	58.35	59.44	60.51	61.61
0004AQ	Sr Training Needs Analyst	54.46	55.73	57.03	58.11	58.77
0004AR	Training Needs Analyst	27.29	27.62	28.13	28.89	29.78
0004AS	Quality Assurance Analyst	37.04	37.63	38.37	39.10	39.88
0004AT	Sr Systems Engineer	64.06	65.07	66.35	67.63	69.04
0004AU	Systems Engineer	45.92	46.58	47.43	48.31	49.25
0004AV	Jr Systems Engineer	21.08	21.57	22.13	22.73	23.35
0004AW	Sr Software Engineer	57.21	58.55	59.98	61.33	62.45
0004AX	Software Engineer	42.39	43.43	44.56	45.68	46.71
0004AY	Jr Software Engineer	32.86	33.65	34.51	35.35	36.16
0004AZ	Pr Information Engineer	73.89	75.13	76.65	78.18	79.79
0004BA	Sr Information Engineer	46.58	47.60	48.75	49.95	51.19
0004BB	Information Engineer	29.14	29.88	30.73	31.63	32.57
0004BC	Pr Open Systems Engineer	87.55	89.88	92.28	94.71	96.82
0004BD	Sr Open Systems Engineer	65.94	66.97	68.26	69.55	70.90
0004BE	Open Systems Engineer	31.42	32.20	33.10	34.05	35.03
0004BF	Sr Applications Engineer	67.21	67.89	68.88	69.84	70.88
0004BG	Applications Engineer	28.91	29.28	29.84	30.63	31.57
0004BH	Student System Engineer	16.30	16.27	16.27	16.26	16.26
0004BJ	Program Administration Specialist	28.22	28.60	29.07	29.55	30.05
0004BK	Sr Project Control Specialist	38.28	38.82	39.50	40.18	40.90
0004BL	Sr Business Planning and Management Specialist	32.42	33.30	34.28	35.33	36.44
0004BM	Sr Performance Measurement Specialist	32.46	33.33	34.32	35.37	36.48
0004BN	Sr Organizational Development Specialist	34.29	35.20	36.22	37.31	38.45
0004BP	Pr Business Process Reengineering Specialist	81.79	83.26	85.00	86.70	88.42
0004BQ	Sr Business Process Reengineering Specialist	34.75	35.55	36.47	37.44	38.46
0004BR	Sr Data Base Management Specialist	78.08	80.16	82.27	84.20	85.61
0004BS	Data Base Management Specialist	42.85	43.55	44.43	45.34	46.29
0004BT	Sr Computer Systems Security Specialist	62.33	63.16	64.25	65.34	66.49
0004BU	Computer Systems Security Specialist	23.63	24.07	24.62	25.25	25.93
0004BV	Sr Data Standardization Specialist	40.08	40.73	41.52	42.34	43.19
0004BW	Data Standardization Specialist	19.99	20.48	21.04	21.65	22.28
0004BX	Sr Training Specialist	51.48	52.89	54.29	55.50	56.24
0004BY	Training Specialist	21.99	22.55	23.20	23.92	24.68
0004BZ	Acquisition Specialist	22.47	23.05	23.69	24.38	25.09
0004CA	Contract Specialist	25.56	26.10	26.75	27.51	28.32
0004CB	Marketing Specialist	26.78	27.37	28.06	28.83	29.66
0004CC	Hardware Specialist	26.95	27.48	28.13	28.90	29.71
0004CD	Graphics Specialist	23.42	23.36	23.36	23.35	23.35
0004CE	Documentation Specialist	22.61	23.11	23.70	24.38	25.10
0004CF	Communications Specialist	52.43	52.99	53.79	54.61	55.49
0004CG	Communications Hardware Specialist	20.71	21.22	21.78	22.37	22.97
0004CH	Communications Software Specialist	20.96	21.39	21.88	22.41	22.97
0004CJ	Communications Network Specialist	20.82	21.29	21.81	22.37	22.95
0004CK	Multi Media Specialist	22.14	22.35	22.66	22.96	23.28
0004CL	Audio Visual Expert	25.85	26.36	26.95	27.56	28.20
0004CM	Applications Programmer	24.67	24.61	25.34	26.10	26.88
0004CN	System Programmer	26.03	25.97	26.74	27.54	28.37
0004CP	System Administrator	31.30	31.93	32.70	33.61	34.59
0004CQ	Systems Operator	19.67	19.63	19.62	19.62	19.62
0004CR	Pr Systems Architect	32.71	33.48	34.34	35.26	36.22
0004CS	Sr Systems Architect	30.89	31.62	32.44	33.32	34.23
0004CT	Network Draftsman	23.42	23.36	23.36	23.35	23.35
0004CU	Hardware Draftsman	23.42	23.36	23.36	23.35	23.35
0004CV	Statistician	31.05	31.71	32.51	33.41	34.39

0004CW	Sr Hardware Installation Technician	27.47	27.41	27.40	27.40	27.40
0004CX	Hardware Installation Technician	22.70	22.65	22.64	22.64	22.64
0004CY	Sr Network Installation Technician	28.45	28.70	29.09	29.58	30.10
0001CZ	Network Installation Technician	22.70	22.65	22.64	22.64	22.64
0004DA	Technical Writer/Editor	22.43	22.95	23.53	24.17	24.82
0004DB	Data Entry Clerk	17.71	17.67	17.66	17.66	17.66
0004DC	Clerical Assistant	13.78	13.74	13.74	13.74	13.74

PRC Rates

Contract No.: SP4700-97-D-0020

SECTION B - SCHEDULE OF ITEMS

TABLE B-5 - Other Direct Costs

CLIN	DESCRIPTION	QUANTITY	Base Year COST	OPT YR 1 COST	OPT YR 2 COST	OPT YR 3 COST	OPT YR 4 COST
-	-	-	-	-	-	-	-
0005	- OTHER DIRECT COSTS						
0005AA	Material	TBD	TBD	TBD	TBD	TBD	TBD
0005AB	Travel	YBD	TBD	TBD	TBD	TBD	TBD
0005AC	Miscellaneous Costs	TBD	TBD	TBD	TBD	TBD	TBD

SAIC

SAIC Rates

Contract No.: SP4700-97-D-0021

SECTION B SCHEDULE OF ITEMS

TABLE B-1 - Contractor Site (Time & Material)

CLIN	LABOR CATEGORY	BASE YR RATE	OPT YR 1 RATE	OPT YR 2 RATE	OPT YR 3 RATE	OPT YR 4 RATE
-	-	-	-	-	-	-
0001	- CONTRACTOR SITE (Time & Material)					
0001AA	Program Manager	80.36	81.60	83.21	84.84	86.56
0001AB	Project Manager	69.76	70.99	72.36	73.77	75.24
0001AC	Operations Manager	54.10	55.12	56.21	57.33	58.48
0001AD	Data Base Manager	32.28	32.89	33.51	34.17	34.88
0001AE	Quality Assurance Manager	63.13	64.31	65.61	66.95	68.37
0001AF	Communications Network Manager	28.67	29.18	29.72	30.29	30.94
0001AG	Sr Applications/Computer Systems Test Manager	61.74	62.89	64.24	65.61	67.08
0001AH	Sr Computer Systems Analyst	36.31	36.93	37.60	38.32	39.15
0001AJ	Computer Systems Analyst	26.58	27.06	27.56	28.09	28.70
0001AK	Jr Computer Systems Analyst	25.13	25.57	26.03	26.53	27.11
0001AL	Sr Functional Analyst	72.85	74.07	75.44	76.84	78.27
0001AM	Functional Analyst	41.84	42.56	43.39	44.22	45.08
0001AN	Jr Functional Analyst	23.56	23.98	24.43	24.89	25.43
0001AP	Cost Analyst	28.42	28.94	29.50	30.10	30.75
0001AQ	Sr Training Needs Analyst	31.39	31.96	32.56	33.18	33.90
0001AR	Training Needs Analyst	25.03	25.47	25.94	26.43	27.01
0001AS	Quality Assurance Analyst	27.37	27.86	28.38	28.92	29.56
0001AT	Sr Systems Engineer	67.12	68.39	69.88	71.39	72.95
0001AU	Systems Engineer	48.47	49.36	50.40	51.46	52.56
0001AV	Jr Systems Engineer	21.30	21.69	22.10	22.52	23.01
0001AW	Sr Software Engineer	93.61	95.87	98.22	101.05	104.01
0001AX	Software Engineer	46.03	46.83	47.78	48.74	49.72
0001AY	Jr Software Engineer	28.53	29.01	29.57	30.15	30.75
0001AZ	Pr Information Engineer	50.02	50.86	51.81	52.77	53.77
0001BA	Sr Information Engineer	146.98	153.78	160.96	174.30	188.84
0001BB	Information Engineer	27.77	28.26	28.78	29.34	29.97
0001BC	Pr Open Systems Engineer	36.34	36.98	37.65	38.36	39.20
0001BD	Sr Open Systems Engineer	34.69	35.30	35.93	36.60	37.42
0001BE	Open Systems Engineer	27.00	27.41	27.94	28.48	29.08
0001BF	Sr Applications Engineer	31.24	31.81	32.39	33.01	33.73
0001BG	Applications Engineer	27.14	27.62	28.13	28.67	29.29
0001BH	Student System Engineer	16.40	16.57	16.76	16.96	17.19
0001BJ	Program Administration Specialist	36.34	36.95	37.66	38.39	39.16
0001BK	Sr Project Control Specialist	28.45	28.95	29.48	30.05	30.70
0001BL	Sr Business Planning and Management Specialist	35.88	36.52	37.19	37.92	38.73
0001BM	Sr Performance Measurement Specialist	36.89	37.55	38.22	38.95	39.80
0001BN	Sr Organizational Development Specialist	36.89	37.55	38.22	38.95	39.80

0001BP	Pr Business Process Reengineering Specialist	43.24	44.01	44.82	45.68	46.69
0001BQ	Sr Business Process Reengineering Specialist	40.60	41.32	42.07	42.89	43.83
0001BR	Sr Data Base Management Specialist	64.26	65.29	66.58	67.88	69.26
0001BS	Data Base Management Specialist	40.95	41.66	42.40	43.20	44.17
0001BT	Sr Computer Systems Security Specialist	33.43	34.03	34.65	35.30	36.07
0001BU	Computer Systems Security Specialist	30.15	30.70	31.27	31.86	32.57
0001BV	Sr Data Standardization Specialist	24.98	25.43	25.90	26.40	26.97
0001BW	Data Standardization Specialist	16.52	16.77	17.03	17.30	17.60
0001BX	Sr Training Specialist	87.64	89.56	91.53	93.54	95.64
0001BY	Training Specialist	25.33	25.79	26.26	26.76	27.35
0001BZ	Acquisition Specialist	25.18	25.61	26.08	26.57	27.15
0001CA	Contract Specialist	32.84	33.37	34.04	34.72	35.44
0001CB	Marketing Specialist	30.13	30.68	31.23	31.83	32.53
0001CC	Hardware Specialist	49.20	49.96	50.94	51.94	53.00
0001CD	Graphics Specialist	45.18	45.71	46.29	46.89	47.50
0001CE	Documentation Specialist	21.68	22.10	22.53	22.99	23.50
0001CF	Communications Specialist	32.40	32.99	33.60	34.24	34.98
0001CG	Communications Hardware Specialist	29.41	29.94	30.48	31.06	31.75
0001CH	Communications Software Specialist	33.48	34.08	34.70	35.36	36.14
0001CJ	Communications Network Specialist	62.74	63.55	64.46	65.41	66.48
0001CK	Multi Media Specialist	23.42	23.84	24.28	24.74	25.28
0001CL	Audio Visual Expert	32.43	33.00	33.60	34.23	34.99
0001CM	Applications Programmer	24.32	24.75	25.19	25.66	26.24
0001CN	System Programmer	31.35	31.86	32.47	33.10	33.80
0001CP	System Administrator	27.16	27.64	28.14	28.68	29.31
0001CQ	Systems Operator	29.66	29.77	29.93	30.10	30.27
0001CR	Pr Systems Architect	45.64	46.36	47.27	48.20	49.18
0001CS	Sr Systems Architect	33.81	34.42	35.05	35.73	36.50
0001CT	Network Draftsman	20.19	20.40	20.64	20.89	21.21
0001CU	Hardware Draftsman	20.18	20.39	20.63	20.89	21.20
0001CV	Statistician	36.99	37.64	38.32	39.04	39.91
0001CW	Sr Hardware Installation Technician	24.39	24.81	25.26	25.74	26.31
0001CX	Hardware Installation Technician	18.49	18.69	18.92	19.16	19.46
0001CY	Sr Network Installation Technician	44.43	45.22	46.11	47.03	47.99
0001CZ	Network Installation Technician	18.50	18.69	18.91	19.13	19.42
0001DA	Technical Writer/Editor	31.40	31.96	32.60	33.26	33.94
0001DB	Data Entry Clerk	11.75	11.86	11.97	12.11	12.27
0001DC	Clerical Assistant	20.78	20.85	20.97	21.09	21.22

SECTION B SCHEDULE OF ITEMS

TABLE B-2 - Government Site (Time & Material)

CLIN	LABOR CATEGORY	BASE YR RATE	OPT YR 1 RATE	OPT YR 2 RATE	OPT YR 3 RATE	OPT YR 4 RATE
-	-	-	-	-	-	-
0002	- GOVERNMENT SITE (Time & Material)					
0002AA	Program Manager	70.73	72.01	73.51	75.08	76.26
0002AB	Project Manager	63.10	64.25	65.46	66.70	67.95
0002AC	Operations Manager	47.56	48.46	49.37	50.32	51.33
0002AD	Data Base Manager	28.60	29.16	29.75	30.35	30.97
0002AE	Quality Assurance Manager	56.03	57.03	58.11	59.24	60.29
0002AF	Communications Network Manager	26.44	26.95	27.50	28.06	28.61
0002AG	Sr Applications/Computer Systems Test Manager	53.74	54.77	55.86	57.00	58.19
0002AH	Sr Computer Systems Analyst	31.92	32.34	32.99	33.65	34.31
0002AJ	Computer Systems Analyst	24.63	25.11	25.63	26.14	26.66
0002AK	Jr Computer Systems Analyst	23.06	23.51	23.98	24.46	24.96
0002AL	Sr Functional Analyst	64.70	65.83	66.97	68.18	69.44
0002AM	Functional Analyst	36.83	37.56	38.36	39.18	39.93
0002AN	Jr Functional Analyst	22.00	22.43	22.88	23.34	23.81
0002AP	Cost Analyst	25.65	26.16	26.69	27.23	27.79
0002AQ	Sr Training Needs Analyst	29.78	30.38	31.00	31.65	32.30
0002AR	Training Needs Analyst	23.26	23.72	24.20	24.71	25.21
0002AS	Quality Assurance Analyst	24.00	24.48	24.97	25.48	25.99
0002AT	Sr Systems Engineer	59.94	61.23	62.57	64.00	65.43
0002AU	Systems Engineer	41.63	42.48	43.36	44.28	45.24
0002AV	Jr Systems Engineer	19.06	19.43	19.82	20.21	20.62
0002AW	Sr Software Engineer	78.32	79.24	80.19	81.15	82.12
0002AX	Software Engineer	40.02	40.88	41.82	42.80	43.78
0002AY	Jr Software Engineer	25.52	26.09	26.69	27.32	27.95
0002AZ	Pr Information Engineer	47.36	48.08	48.81	49.58	50.30
0002BA	Sr Information Engineer	45.57	46.63	47.78	49.02	50.13
0002BB	Information Engineer	25.89	26.40	26.93	27.47	28.02
0002BC	Pr Open Systems Engineer	33.30	33.95	34.64	35.33	36.05
0002BD	Sr Open Systems Engineer	31.79	32.41	33.06	33.74	34.42
0002BE	Open Systems Engineer	23.42	23.73	24.21	24.71	25.21
0002BF	Sr Applications Engineer	28.57	29.13	29.71	30.31	30.92
0002BG	Applications Engineer	25.34	25.83	26.35	26.88	27.42
0002BH	Student System Engineer	14.91	15.09	15.29	15.48	15.70
0002BJ	Program Administration Specialist	32.81	33.43	34.10	34.80	35.49
0002BK	Sr Project Control Specialist	26.11	26.58	27.11	27.66	28.23
0002BL	Sr Business Planning and Management Specialist	33.46	34.11	34.80	35.50	36.21
0002BM	Sr Performance Measurement Specialist	33.80	34.45	35.16	35.87	36.58
0002BN	Sr Organizational Development Specialist	34.30	34.98	35.70	36.42	37.17
0002BP	Pr Business Process Reengineering Specialist	39.38	40.15	40.96	41.78	42.63
0002BQ	Sr Business Process Reengineering Specialist	37.19	37.92	38.69	39.48	40.27
0002BR	Sr Data Base Management Specialist	61.21	62.35	63.63	64.97	66.06
0002BS	Data Base Management Specialist	37.31	38.04	38.81	39.59	40.39
0002BT	Sr Computer Systems Security Specialist	31.57	32.20	32.85	33.52	34.21
0002BU	Computer Systems Security Specialist	27.58	28.13	28.70	29.28	29.86
0002BV	Sr Data Standardization Specialist	22.28	22.72	23.18	23.65	24.12
0002BW	Data Standardization Specialist	15.10	15.38	15.66	15.96	16.26
0002BX	Sr Training Specialist	46.90	48.24	49.64	51.07	52.55
0002BY	Training Specialist	23.40	23.86	24.35	24.85	25.35
0002BZ	Acquisition Specialist	23.02	23.45	23.93	24.41	24.90
0002CA	Contract Specialist	29.83	30.41	31.04	31.70	32.30
0002CB	Marketing Specialist	28.33	28.89	29.47	30.07	30.69
0002CC	Hardware Specialist	39.46	40.24	41.12	42.05	42.82
0002CD	Graphics Specialist	29.05	29.65	30.28	30.93	31.60
0002CE	Documentation Specialist	18.66	19.04	19.42	19.81	20.20
0002CF	Communications Specialist	30.20	30.79	31.42	32.05	32.69
0002CG	Communications Hardware Specialist	26.92	27.45	28.00	28.57	29.15
0002CH	Communications Software Specialist	30.67	31.27	31.91	32.55	33.21
0002CJ	Communications Network Specialist	54.71	55.43	56.18	56.92	57.68
0002CK	Multi Media Specialist	22.33	22.77	23.23	23.71	24.19
0002CL	Audio Visual Expert	30.47	31.07	31.71	32.36	33.02
0002CM	Applications Programmer	22.28	22.72	23.18	23.65	24.12
0002CN	System Programmer	27.73	28.15	28.71	29.29	29.86
0002CP	System Administrator	25.66	26.17	26.72	27.27	27.83
0002CQ	Systems Operator	25.46	25.58	25.73	25.89	26.03
0002CR	Pr Systems Architect	40.14	40.86	41.72	42.61	43.28
0002CS	Sr Systems Architect	32.25	32.88	33.56	34.24	34.95
0002CT	Network Draftsman	18.84	19.09	19.36	19.62	19.91
0002CU	Hardware Draftsman	18.84	19.09	19.35	19.62	19.90
0002CV	Statistician	34.92	35.62	36.35	37.09	37.86

0002CW	Sr Hardware Installation Technician	22.45	22.82	23.28	23.76	24.25
0002CX	Hardware Installation Technician	17.60	17.86	18.13	18.40	18.69
0002CY	Sr Network Installation Technician	39.58	40.36	41.16	42.01	42.92
0002CZ	Network Installation Technician	17.75	17.99	18.24	18.51	18.79
0002DA	Technical Writer/Editor	27.52	28.09	28.70	29.33	29.92
0002DB	Data Entry Clerk	11.16	11.29	11.44	11.58	11.74
0002DC	Clerical Assistant	19.12	19.29	19.48	19.68	19.86

SECTION B SCHEDULE OF ITEMS

TABLE B-3 - Contractor Site (Firm-Fixed Price)

CLIN	LABOR CATEGORY	BASE YR RATE	OPT YR 1 RATE	OPT YR 2 RATE	OPT YR 3 RATE	OPT YR 4 RATE
-	-	-	-	-	-	-
0003	- CONTRACTOR SITE (Firm-Fixed Price)					
0003AA	Program Manager	80.36	81.60	83.21	84.84	86.56
0003AB	Project Manager	69.88	71.11	72.49	73.89	75.37
0003AC	Operations Manager	54.24	55.25	56.35	57.47	136.67
0003AD	Data Base Manager	32.28	32.89	33.51	34.17	34.88
0003AE	Quality Assurance Manager	62.35	63.53	64.86	66.22	67.67
0003AF	Communications Network Manager	28.67	29.18	29.72	30.29	30.94
0003AG	Sr Applications/Computer Systems Test Manager	61.69	62.88	64.27	65.70	67.21
0003AH	Sr Computer Systems Analyst	36.41	37.02	37.71	38.42	39.27
0003AJ	Computer Systems Analyst	27.31	27.79	28.30	28.84	29.47
0003AK	Jr Computer Systems Analyst	25.13	25.57	26.03	26.53	27.11
0003AL	Sr Functional Analyst	73.05	74.27	75.64	77.04	78.48
0003AM	Functional Analyst	42.00	42.74	43.56	44.39	45.26
0003AN	Jr Functional Analyst	24.32	24.75	25.19	25.66	26.24
0003AP	Cost Analyst	29.03	29.55	30.12	30.72	31.40
0003AQ	Sr Training Needs Analyst	31.64	32.21	32.80	33.43	34.15
0003AR	Training Needs Analyst	25.27	25.72	26.19	26.69	27.27
0003AS	Quality Assurance Analyst	27.64	28.13	28.64	29.19	29.84
0003AT	Sr Systems Engineer	67.24	68.52	70.01	71.52	73.09
0003AU	Systems Engineer	48.56	49.44	50.48	51.54	52.65
0003AV	Jr Systems Engineer	21.30	21.69	22.10	22.52	23.01
0003AW	Sr Software Engineer	98.50	99.64	100.82	101.99	103.19
0003AX	Software Engineer	45.52	46.32	47.28	48.26	49.26
0003AY	Jr Software Engineer	28.58	29.06	29.63	30.20	30.81
0003AZ	Pr Information Engineer	50.02	50.86	51.81	52.77	53.77
0003BA	Sr Information Engineer	46.93	47.67	48.58	49.51	50.55
0003BB	Information Engineer	28.54	29.04	29.56	30.12	30.79
0003BC	Pr Open Systems Engineer	36.34	36.98	37.65	38.36	39.20
0003BD	Sr Open Systems Engineer	34.69	35.30	35.93	36.60	37.42
0003BE	Open Systems Engineer	27.36	27.78	28.31	28.87	29.48
0003BF	Sr Applications Engineer	31.53	32.09	32.68	33.30	34.03
0003BG	Applications Engineer	28.26	28.75	29.26	29.81	30.47
0003BH	Student System Engineer	16.40	16.57	16.76	16.96	17.19
0003BJ	Program Administration Specialist	36.40	37.02	37.74	38.47	39.23
0003BK	Sr Project Control Specialist	28.74	29.23	29.77	30.33	31.00
0003BL	Sr Business Planning and Management Specialist	36.89	37.55	38.22	38.95	39.80
0003BM	Sr Performance Measurement Specialist	36.89	37.55	38.22	38.95	39.80
0003BN	Sr Organizational Development Specialist	36.89	37.55	38.22	38.95	39.80
0003BP	Pr Business Process Reengineering Specialist	43.24	44.01	44.82	45.68	46.69
0003BQ	Sr Business Process Reengineering Specialist	40.60	41.32	42.07	42.89	43.83
0003BR	Sr Data Base Management Specialist	67.37	68.42	69.76	71.12	72.57
0003BS	Data Base Management Specialist	40.56	41.27	42.02	42.80	43.75
0003BT	Sr Computer Systems Security Specialist	33.73	34.33	34.95	35.60	36.39
0003BU	Computer Systems Security Specialist	30.43	30.97	31.54	32.14	32.86
0003BV	Sr Data Standardization Specialist	24.98	25.43	25.90	26.40	26.97
0003BW	Data Standardization Specialist	16.52	16.77	17.03	17.30	17.60
0003BX	Sr Training Specialist	80.60	81.88	83.31	84.78	86.30
0003BY	Training Specialist	25.33	25.79	26.26	26.76	27.35
0003BZ	Acquisition Specialist	25.03	25.47	25.93	26.41	27.00
0003CA	Contract Specialist	32.89	33.44	34.10	34.79	35.50
0003CB	Marketing Specialist	31.08	31.63	32.20	32.81	33.53
0003CC	Hardware Specialist	144.77	147.65	150.60	153.62	156.69
0003CD	Graphics Specialist	45.18	45.71	46.29	46.89	47.50
0003CE	Documentation Specialist	22.11	22.52	22.96	23.43	23.95
0003CF	Communications Specialist	33.36	33.95	34.56	35.21	35.99
0003CG	Communications Hardware Specialist	29.41	29.94	30.48	31.06	31.75
0003CH	Communications Software Specialist	33.48	34.08	34.70	35.36	36.14
0003CJ	Communications Network Specialist	66.56	67.40	68.44	69.50	70.59
0003CK	Multi Media Specialist	24.14	24.56	25.00	25.47	26.03
0003CL	Audio Visual Expert	32.43	33.00	33.60	34.23	34.99
0003CM	Applications Programmer	24.32	24.75	25.19	25.66	26.24
0003CN	System Programmer	32.15	32.67	33.29	33.92	34.65
0003CP	System Administrator	27.16	27.64	28.14	28.68	29.31
0003CQ	Systems Operator	29.76	29.87	30.03	30.20	30.37
0003CR	Pr Systems Architect	45.64	46.36	47.27	48.20	49.18
0003CS	Sr Systems Architect	34.88	35.50	36.13	36.82	37.63
0003CT	Network Draftsman	20.19	20.40	20.64	20.89	21.21
0003CU	Hardware Draftsman	20.18	20.39	20.63	20.89	21.20
0003CV	Statistician	36.99	37.64	38.32	39.04	39.91

0003CW	Sr Hardware Installation Technician	24.41	24.83	25.28	25.77	26.33
0003CX	Hardware Installation Technician	18.49	18.69	18.92	19.16	19.46
0003CY	Sr Network Installation Technician	44.51	45.30	46.19	47.11	48.08
0003CZ	Network Installation Technician	18.50	18.69	18.91	19.13	19.42
0003DA	Technical Writer/Editor	31.44	31.99	32.64	33.29	33.97
0003DB	Data Entry Clerk	12.10	12.17	12.24	12.33	12.45
0003DC	Clerical Assistant	20.87	20.97	21.13	21.30	21.47

SAIC Rates

Contract No.: SP4700-97-D-0021

SECTION B SCHEDULE OF ITEMS

TABLE B-4 - Government Site (Firm-Fixed Price)

CLIN	LABOR CATEGORY	BASE YR RATE	OPT YR 1 RATE	OPT YR 2 RATE	OPT YR 3 RATE	OPT YR 4 RATE
-	-	-	-	-	-	-
0004	- GOVERNMENT SITE (Firm-Fixed Price)					
0004AA	Program Manager	70.73	72.01	73.51	75.08	76.26
0004AB	Project Manager	62.77	63.93	65.17	66.46	67.70
0004AC	Operations Manager	47.60	48.50	49.41	50.36	51.37
0004AD	Data Base Manager	28.48	29.04	29.63	30.23	30.84
0004AE	Quality Assurance Manager	56.13	57.13	58.22	59.34	60.40
0004AF	Communications Network Manager	26.38	26.90	27.45	27.99	28.56
0004AG	Sr Applications/Computer Systems Test Manager	53.89	54.92	56.01	57.15	58.35
0004AH	Sr Computer Systems Analyst	32.47	32.88	33.54	34.23	34.90
0004AJ	Computer Systems Analyst	24.63	25.11	25.63	26.14	26.66
0004AK	Jr Computer Systems Analyst	23.06	23.51	23.98	24.46	24.96
0004AL	Sr Functional Analyst	64.76	65.88	67.02	68.23	69.50
0004AM	Functional Analyst	36.94	37.67	38.48	39.30	40.06
0004AN	Jr Functional Analyst	22.00	22.43	22.88	23.34	23.81
0004AP	Cost Analyst	25.65	26.16	26.69	27.23	27.79
0004AQ	Sr Training Needs Analyst	29.78	30.38	31.00	31.65	32.30
0004AR	Training Needs Analyst	23.26	23.72	24.20	24.71	25.21
0004AS	Quality Assurance Analyst	24.00	24.48	24.97	25.48	25.99
0004AT	Sr Systems Engineer	59.99	61.28	62.64	64.05	65.48
0004AU	Systems Engineer	41.71	42.55	43.44	44.36	45.33
0004AV	Jr Systems Engineer	19.06	19.43	19.82	20.21	20.62
0004AW	Sr Software Engineer	78.47	79.57	80.74	81.95	83.06
0004AX	Software Engineer	40.08	40.96	41.89	42.87	43.86
0004AY	Jr Software Engineer	26.17	26.73	27.31	27.92	28.54
0004AZ	Pr Information Engineer	47.36	48.08	48.81	49.58	50.30
0004BA	Sr Information Engineer	45.57	46.63	47.78	49.02	50.13
0004BB	Information Engineer	25.89	26.40	26.93	27.47	28.02
0004BC	Pr Open Systems Engineer	33.30	33.95	34.64	35.33	36.05
0004BD	Sr Open Systems Engineer	31.79	32.41	33.06	33.74	34.42
0004BE	Open Systems Engineer	23.78	24.09	24.58	25.07	25.57
0004BF	Sr Applications Engineer	28.57	29.13	29.71	30.31	30.92
0004BG	Applications Engineer	25.34	25.83	26.35	26.88	27.42
0004BH	Student System Engineer	14.91	15.09	15.29	15.48	15.70
0004BJ	Program Administration Specialist	32.87	33.49	34.17	34.86	35.56
0004BK	Sr Project Control Specialist	26.23	26.70	27.23	27.79	28.36
0004BL	Sr Business Planning and Management Specialist	33.46	34.11	34.80	35.50	36.21
0004BM	Sr Performance Measurement Specialist	33.80	34.45	35.16	35.87	36.58
0004BN	Sr Organizational Development Specialist	34.30	34.98	35.70	36.42	37.17
0004BP	Pr Business Process Reengineering Specialist	39.38	40.15	40.96	41.78	42.63
0004BQ	Sr Business Process Reengineering Specialist	37.19	37.92	38.69	39.48	40.27
0004BR	Sr Data Base Management Specialist	61.21	62.35	63.63	64.97	66.06
0004BS	Data Base Management Specialist	37.18	37.91	38.67	39.45	40.25
0004BT	Sr Computer Systems Security Specialist	31.57	32.20	32.85	33.52	34.21
0004BU	Computer Systems Security Specialist	27.58	28.13	28.70	29.28	29.86
0004BV	Sr Data Standardization Specialist	22.28	22.72	23.18	23.65	24.12
0004BW	Data Standardization Specialist	15.10	15.38	15.66	15.96	16.26
0004BX	Sr Training Specialist	46.90	48.24	49.64	51.07	52.55
0004BY	Training Specialist	23.40	23.86	24.35	24.85	25.35
0004BZ	Acquisition Specialist	23.04	23.48	23.95	24.44	24.93
0004CA	Contract Specialist	29.86	30.44	31.07	31.74	32.34
0004CB	Marketing Specialist	28.33	28.89	29.47	30.07	30.69
0004CC	Hardware Specialist	39.46	40.24	41.12	42.05	42.82
0004CD	Graphics Specialist	29.08	29.68	30.31	30.97	31.63
0004CE	Documentation Specialist	18.66	19.04	19.42	19.81	20.20
0004CF	Communications Specialist	30.20	30.79	31.42	32.05	32.69
0004CG	Communications Hardware Specialist	26.92	27.45	28.00	28.57	29.15
0004CH	Communications Software Specialist	30.67	31.27	31.91	32.55	33.21
0004CJ	Communications Network Specialist	54.71	55.43	56.18	56.92	57.68
0004CK	Multi Media Specialist	22.33	22.77	23.23	23.71	24.19
0004CL	Audio Visual Expert	30.47	31.07	31.71	32.36	33.02
0004CM	Applications Programmer	22.28	22.72	23.18	23.65	24.12

0004CN	System Programmer	28.10	28.50	29.08	29.66	30.25
0004CP	System Administrator	25.66	26.17	26.72	27.27	27.83
0004CQ	Systems Operator	25.48	25.61	25.75	25.92	26.05
0004CR	Pr Systems Architect	40.11	40.85	41.70	42.59	43.27
0004CS	Sr Systems Architect	32.25	32.88	33.56	34.24	34.95
0004CT	Network Draftsman	18.84	19.09	19.36	19.62	19.91
0004CU	Hardware Draftsman	18.84	19.09	19.35	19.62	19.90
0004CV	Statistician	34.92	35.62	36.35	37.09	37.86
0004CW	Sr Hardware Installation Technician	22.32	22.69	23.15	23.61	24.10
0004CX	Hardware Installation Technician	17.60	17.86	18.13	18.40	18.69
0004CY	Sr Network Installation Technician	39.65	40.44	41.24	42.08	42.99
0001CZ	Network Installation Technician	17.75	17.99	18.24	18.51	18.79
0004DA	Technical Writer/Editor	27.57	28.14	28.75	29.38	29.97
0004DB	Data Entry Clerk	11.16	11.29	11.44	11.58	11.74
0004DC	Clerical Assistant	19.27	19.52	19.77	20.04	20.29

SAIC Rates

Contract No. :
SP4700-97-D-0021

SECTION B

SCHEDULE OF ITEMS

TABLE B-5 - Other Direct Costs

CLIN	DESCRIPTION	QUANTITY	Base Year COST	OPT YR 1 COST	OPT YR 2 COST	OPT YR 3 COST	OPT YR 4 COST
-	-	-	-	-	-	-	-
0005	- OTHER DIRECT COSTS						
0005AA	Material	TBD	TBD	TBD	TBD	TBD	TBD
0005AB	Travel	YBD	TBD	TBD	TBD	TBD	TBD
0005AC	Miscellaneous Costs	TBD	TBD	TBD	TBD	TBD	TBD

C. DSETS APO SERVICE FEE

The APO is located within the Office of Acquisition Management. The APO is a Fee-for-Service organization and has established service charges as competitively as possible while offering the best available service to our customers. The APO continually monitors DSETS business to assess the quality of our services and their corresponding service charges. Service charges are reassessed periodically to ensure continued competition with other agency/market rates and to monitor APO revenue/cost under-recovery/over-recovery. Revised rates shall only apply to new DSETS Service Requests received after the effective date of the rate change. All prior Service Requests shall be processed at the rates in effect at the time the Service Request was approved.

The DSETS APO charges a 2% service fee to process the Acquisition Package. Details regarding who is responsible for particular functions of the acquisition process are provided in Sections 5.B and 5.C of this handbook.

Delivery Orders must be sent to HQ DLA-DASC for processing. HQ DLA-DASC charges a 1% fee for their efforts. This 1% fee is included in the APO fees charged. All Service charges are applied to the total cost of the delivery order.

Should a non-DSDC customer choose to provide their own acquisition management support, they may consult directly with the DASC Contracting Office, however the documentation requirements of this guideline still apply. Furthermore the customer shall provide a "COR" nomination with proof of adequate training. The fee for consulting directly with the DASC Office of Contracting will be 2%.

Service Charge Considerations

The DSETS service charges collectible by the APO are calculated on the basis of:

- APO support received by the customer (as indicated by the Tier Level indicated on the preceding chart);
- The Cost of the Delivery Order; and
- Minimum/maximum service charge implications.
- For actions less than \$100,000, the APO will charge a flat fee of \$2,000.00.
- The APO may recommend alternate sources for actions less than \$100,000.
- If the project is canceled by the customer before award, a fee will still be assessed for the work done by the APO.
- If, during DO execution, the DO is canceled or the scope and price are reduced, the fee will not be reduced. The fee covers the cost of package processing. Contract management services will be provided as level of effort (actual hours) against the Project Group Code (PGC). These fees are not refundable. It is

Obligated Dollars:

- Firm Fixed Price:
 - Initial Delivery Order Award: The DSETS service charge shall be calculated based on the total obligated price of the Delivery Order.
 - Time and Materials Award: The DSETS service charge shall be calculated based on the total obligated price of the Delivery Order.

It should be noted that in those situations where the Delivery Order contains provisions for work authorizations, the service charge is assessed only at the time dollars are obligated, not when work authorizations are issued against the obligated dollar amount.

Methodology

The DSETS service charge (SC) shall be calculated as follows:

- The SC is calculated on the amount obligated for the base period of performance. When base periods are incrementally funded, the SC will be assessed at the time of each increment obligation.
- All SCs are assessed at the time funding is obligated.

SECTION 5: MAKING THE DSETS PROCESS WORK

A. OVERVIEW OF DSETS ACQUISITION PROCESS

DSETS provides a streamlined approach to enable customers to receive services in an efficient and effective manner. This section of the handbook provides a step by step summary of the steps involved in the acquisition process followed by a more detailed explanation of each step and sub-step.

DSETS DELIVERY ORDER PROCESS

STEP 1: CUSTOMER/APO INITIATION	Initial Contact between APO/Customer Determination of APO Level of Involvement Determination of Competitive or Direct Source Determination of Applicable Functional Area
STEP 2: DSETS ACQUISITION PACKAGE	DSETS Service Request Statement of Work (SOW) Delivery Order Cost Estimate (DOCE) Funding Document and Other Requirements
STEP 3: DELIVERY ORDER REQUEST FOR PROPOSALS (DORFP)	DORFP Preparation Past Performance Record Check DORFP Transmittal to Vendor(s)
STEP 4: DELIVERY ORDER PROPOSALS	Contractor Proposal Preparation Oral Presentation and/or Written Proposal Submission
STEP 5: DELIVERY ORDER EVALUATION, SELECTION, AND AWARD	Team(s) Evaluation of Presentation(s)/Proposal(s) Selection by Delivery Order Designated Official (KO) Award of Delivery Order
STEP 6: DELIVERY ORDER POST AWARD ADMINISTRATION	Performance of Delivery Order Status reports/meetings; performance measuring Problem Resolution/Best Practice Identification Administrative Requirements (e.g., closeout, invoices)

B. MATRIX OF CUSTOMER/APO RESPONSIBILITY

	CUST	APO
PROCESS		
<u>STEP 1: CUSTOMER/ APO INITIATION</u>		
<ul style="list-style-type: none"> • APO/Customer Contact 	X	X
<ul style="list-style-type: none"> • Competitive/ Direct Source 	X	X
<ul style="list-style-type: none"> • Tasks 	X	X
<u>STEP 2: DSETS ACQ. PACKAGE</u>		
<ul style="list-style-type: none"> • DSETS Service Request 	X	
<ul style="list-style-type: none"> • SOW 	X	X
<ul style="list-style-type: none"> • DOCE 	X	X
<ul style="list-style-type: none"> • Funding (APO will assist with the funding document) 	X	
<ul style="list-style-type: none"> • Other Req'ts 	X	
<u>STEP 3: DSETS DORFP</u>		
<ul style="list-style-type: none"> • DORFP Preparation 	X	X
<ul style="list-style-type: none"> • Past Performance Record Check 		X
<ul style="list-style-type: none"> • DORFP Transmittal 		X

B. MATRIX OF CUSTOMER/APO RESPONSIBILITY (con't)

	CUST	APO
PROCESS (con't)		
<u>STEP 4: DELIVERY ORDER PROPOSALS*</u>		
<ul style="list-style-type: none"> • Cont. Proposal Preparation* • Oral Presentation and/or Written* • Proposal Submission* 		
<u>STEP 5: DELIVERY ORDER EVALUATION, SELECTION, AND AWARD</u>		
<ul style="list-style-type: none"> • Team(s) Eval. 	X	X
<ul style="list-style-type: none"> • Selection Decision 	X	X
<ul style="list-style-type: none"> • Award/Dist. of Delivery Order 		X
<u>STEP 6: POST-AWARD</u>		
<ul style="list-style-type: none"> • Notice to FPDS/ CIS¹ 	X	
<ul style="list-style-type: none"> • Delivery Order Performance* 	X	X
<ul style="list-style-type: none"> • Status Updates/ Performance Measuring² 	X	X
<ul style="list-style-type: none"> • Problem Resolution/Best Practices Identification² 	X	X
<ul style="list-style-type: none"> • Admin. Req'ts² 		

- * Done by Contractor(s)
- 1 Done by Customer except DSDC work done by APO
- 2 Done by Contractor, Customer, and APO, depending on specific action

C. ACQUISITION PROCESS: STEP-BY-STEP REQUIREMENTS.

To keep Contractor proposal costs to a minimum, the APO requires format consistency in documents provided to the Contractors. Therefore, the formats included in this handbook shall be used unless a specific exemption has been granted by the APO.

STEP 1: CUSTOMER/APO INITIATION

- **Customer/APO Initiation**

The purpose of requiring an initial consultation between the APO and the customer is to ensure customers fully understand how DSETS works so that they can determine how to best meet their needs through DSETS. While a face-to-face meeting is preferred, telephone contact is allowable. Customers should contact the DSETS Project Manager (see Section 3.B of this handbook).

- **Determination of Competitive or Direct Source**

It is the Government's intent to compete Delivery Orders among the Contractors. It is also anticipated that Delivery Orders will be issued for every Delivery Order request. However, Contractors need not be given an opportunity to be considered for a particular Delivery Order if a directed source justification is authorized in accordance with Appendix C of this handbook, which is pursuant to 41 U.S.C. 253j and 15 U.S.C. 637 and 644. All Delivery Orders not subject to the conditions in Appendix C shall be considered competitive, and all Contractors have a fair opportunity for consideration (see also Step 3 of this section of the handbook).

No directed DORFPs or Delivery Orders shall be issued until written approval to proceed has been received from the APO Contracting Officer; a copy of this approval shall be provided to the Contractor by the APO. The KO shall approve the directed Delivery Order justification. The exact value of the directed Delivery Order shall be provided to the APO through provision of a copy of the DO the APO within 5 calendar days of DO issuance, as required by Step 5 of this section of the handbook.

DSETS is intended to be primarily competitive however there are exceptions to the Fair Opportunity provisions. They are:

- a. The agency need for services is of such **urgency** that providing such opportunity would result in unacceptable delays;

b. Only one such awardee is capable of providing such services required at the level of quality required because the **services ordered are unique or highly specialized**;

c. The order should be issued on a sole-source basis in the interest of economy and efficiency as a **logical follow-on to a Delivery Order already issued under this contract**, provided that all multi-awardees were given fair opportunity to be considered for the original order;

d. it is necessary to place an order to satisfy a minimum guarantee.

STEP 2: DSETS ACQUISITION PACKAGE

The DSETS acquisition package consists of the documentation shown below, **as applicable**, to support the proposal and award of the Delivery Order. The DSETS Acquisition Package shall be submitted to the KO.

1. DSETS Acquisition Package Checklist (Appendix J)
2. DSETS Service Request Form (ISRF) (Appendix B)
3. Statement of Work including diskette containing SOW, (Word 6.0), with Excel and/or Power Point utilized for spreadsheet or graphic presentations.*
4. Other Program Requirements (e.g., anticipated deliverables/milestones)
5. Delivery Order Cost Estimate (DOCE)
6. Funding Document
7. Directed DO Source Justification (see Appendix C)
8. Delivery Order Distribution List
9. Contracting Officer's Technical Representative's name to be cited in the Delivery Order
10. Billing Instructions to enable the Contractor to submit invoices

*Note: If sent by E-Mail, no diskette is required.

To send the Acquisition Package via E-Mail, send to:

itoney@dcdc.dla.mil

A complete DSETS Acquisition Package must be received by the APO not later than August 1 of each fiscal year to ensure award of the Delivery Order that fiscal year and by August 15 of each fiscal year when Delivery Order issuance must be in the first month of the next fiscal year (i.e., October). While the APO will consider accepting Delivery Order requests after these dates, acceptance will be dependent on such factors as sufficiency of package received from the customer, complexity of the requirement/Delivery Order, amount of work in process by the APO, etc.

Milestones shall be negotiated between the APO and customer within 3 working days of a complete DSETS Acquisition Package.

Any request for DSETS services must have been approved by the proper levels of authority in the requesting organization. In addition, any statutory or regulatory requirements must have been addressed within the requesting agency.

- **Economy Act**

Under the Economy Act (31 U.S.C.1535), the head of the requesting non-DoD agency must determine that contracting for its (the requesting agency) requirements utilizing this contract is in the best interest of the Government. A signed copy of the Economy Act Determination should be kept on file with the Agency.

- **Statement of Work (SOW)**

As much as possible, DSETS will adopt the Office of Federal Procurement Policy's (OFPP) guidance that emphasizes the use of performance requirements and quality standards in defining contract requirements, source selection, and quality-assurance. This approach provides the means to ensure that the appropriate quality of performance is achieved, and that payment is made only for services which meet contract standards.

See Appendix A for the required DSETS SOW format.

- **Delivery Order Cost Estimate (DOCE)**

The Delivery Order Cost Estimate (DOCE) serves as a yardstick to aid the Contracting Officer in determining reasonableness of a Contractor's cost and technical proposals. If discussions or negotiations are necessary prior to awarding the Delivery Order, the DOCE assists in developing and presenting the customer's position. The DOCE is to be supported by a clear delineation of how the estimate was derived. The major areas of labor (by category/rate -- see Section 4.B), materials, travel, consulting etc., shall be included with the estimate. Any previous experience the Government has had in buying the same or similar service(s)/item(s) shall also be referenced.

- **Funding Document**

In order to obtain services under DSETS, the transfer of funds (e.g., applicable to the Delivery Order and/or DSETS service charge) shall be either on the requesting agency's Interservice Support Agreement or Military Interdepartmental Purchase Request (MIPR) form or, for DSDC only, on the requester's Purchase Request form. The funding documents for each delivery order are to be issued: -

- - *a direct fund cite, for the amount to be obligated under DSETS*
- - *reimbursable fund cite for the APO fees.*

The funding document shall clearly differentiate between how much of the funds are anticipated to be obligated under the DSETS contracts and how much of the funds are for APO fees.

In the situation where the requesting activity is within DSDC (e.g., an Operating Administration), a Purchase Request is the only method permitted to transfer funds.

The APO fee shall be included in the Purchase Request funding.

- **Directed DO Source Justification**

Appendix C shall be completed for all Directed DOs. For situations 1-3 on Appendix C, as applicable, a directed DO source justification is required. **Justifications shall be clear and concise (i.e., generally no more than 1 page) and approved by the DSETS KO.**

- **Delivery Order Distribution List**

Customers shall indicate the offices who are to be sent copies of the Delivery Order as well as the applicable number of copies and the addresses/office symbols.

The method of distribution of a APO executed Delivery Order shall be defined by the customer. The options available are: 1) the APO will mail copies of the Delivery Order to the offices on a provided list; or 2) the APO will provide one or more copies of the executed Delivery Order (by fax, e-mail (when EDI capability is available), or regular mail) to the COTR or KO (as requested) and he/she makes distribution.

STEP 3: DELIVERY ORDER REQUEST FOR PROPOSALS (DORFP)

- **DORFP Preparation**

GENERAL INFORMATION:

Any supplies and/or services to be furnished under this contract will be ordered by issuance of written Delivery Orders. In addition:

- (1) Only the APO Contracting Officer has the authority to issue a Delivery Order under this contract.
- (2) All Delivery Orders are subject to the terms and conditions of the contract. In the event of conflict between a DO and the contract, the contract will take precedence.
- (3) No work will be performed except as authorized by a Delivery Order.

The specifics of any DORFP will reflect the decisions made as to type and nature of the acquisition. The standard format to be used for DORFPs is shown in Appendix E of this handbook.

Customers are encouraged to use oral presentations as much as feasible (as considered appropriate based on dollar value, complexity, and duration of the DO) when requesting proposals to minimize procurement lead-times as well as Contractor proposal expense. (See also Section 5, Step 4 of this handbook which describes Oral Presentations in more detail.)

All DORFPs shall include a reference to the DSETS Identification Number assigned by the APO as part of the DSETS Service Request Form (Appendix B).

Directed Delivery Orders.

When the DO is not competed, the following procedures are applicable:

1. The requiring office shall provide a copy of the Statement of Work (SOW) for a potential Delivery Order to the KO.
2. The KO will provide a DORFP to the specified Contractor within the functional area. Each DORFP will generally include:
 - a. The SOW;
 - b. The desired delivery schedule and/or required completion date(s) and milestones, as applicable;
 - c. Desired type of contract (i.e., FFP, T&M)
 - d. Reporting requirements and list of deliverables;
 - e. The date and time by which the response is due; and
 - f. Any special instructions, conditions, notices, performance measures, etc. applicable to the DO (including on-site/off-site provisions, whether an oral presentation and/or written proposal will be required etc.).
3. Generally, Contractors shall be given 5 to 10 days to prepare a response.
4. After issuance of DORFP, if questions arise concerning the SOW, the COR shall initiate a meeting between the contractor and the customer, at the contractors request.

Competed Delivery Orders.

Except for directed Delivery Orders authorized in accordance with Appendix C, all Contractors shall be notified of pending requirements so that they may be given a fair opportunity for consideration in Delivery Order awards. The following procedures are applicable:

1. The requiring office shall provide a copy of the Statement of Work (SOW), along with other supporting data for a potential DO (as required in Step 2 of this handbook), to the KO.
2. The KO shall provide a DORFP to all Contractors (via E-mail). Each DORFP will generally include:
 - a. The SOW;
 - b. The desired delivery schedule and/or required completion date(s) and milestones, as applicable;
 - c. Desired type of contract (i.e., FFP, T&M)
 - d. Reporting requirements and list of deliverables;

e. The date and time by which the response is due;

f. The evaluation factors (which may include all or some of the following: Technical Approach; Management Approach; Past Performance; Key Personnel; Oral Presentation; Capability Demonstration/Benchmarking; and Cost/Price) and their relative order of importance; and

g. Any special instructions, conditions, notices, performance measures, etc. applicable to the DO (e.g., on-site/off-site provisions, whether oral presentations and/or written proposals will be required, information which may assist Contractors in determining whether or not to propose on a non-directed Delivery Order, including, if applicable, the incumbent's name and categorization(s) (i.e., 8(a), small business, disadvantaged business, woman-owned business, large business) and whether or not any of the circumstances listed in Appendix C of this handbook affected the Delivery Order evaluation criteria selected by the customer (and if so, which one(s)), etc.)

h. A current environment description or background information that provides the Contractors enough data to assist in making a decision to compete on the DO. Examples of items that normally would be included are: current Contractor, number of users, performance levels, hardware/software configuration, examples of labor categories, current workload projections. Provide this information either as an attachment in Section J of the DO or as part of a cover letter.

3. While all evaluation factors included in the DORFP (as described in Appendix F) must be considered in making the award selection(s), the evaluation and selection processes shall be kept as informal as possible to streamline the procurement process. Award factors should be held to a minimum.

a. Evaluation criteria will generally be selected by the requiring office. The evaluation factors selected (which should usually be limited to no more than 4 to minimize Contractor proposal effort and to ensure the most critically important are emphasized), should be included and described in relative order of importance in the DORFP.

b. At the Customer's option, prior to release of the DORFP, the first 2 columns of the following chart should be completed and provided to the KO. The name of the Delivery Order Designated Selection Official shall also be provided (if other than the KO).

EVALUATION CHART

Evaluation Criteria	Weight (%)	Assigned Score (1-10)

Total	100%	

4. All Contractors may provide an oral presentation and/or develop a written proposal as required. Generally, Contractors shall be given 5 to 10 days to prepare a response depending on the size and complexity of the requirement.

a. Any oral presentation provided/proposal received in response to the DORFP shall be evaluated by the Government and video-taped.

b. Lack of a response from a Contractor by the required due date/time shall be deemed to be an expression of non-interest.

c. Upon receipt of proposals, all responsive offerors shall be notified of the oral presentation date/time (unless otherwise indicated in the DORFP).

d. The customer shall be notified as soon as possible after the closing date of the DORFP by the KO of the offerors who submitted proposals and/or will provide an oral presentation.

- **DORFP Transmittal to Vendor(s)**

All DORFPs will be E-mailed to the appropriate vendors.

STEP 4: DELIVERY ORDER PROPOSALS

- **Contractor Proposal Preparation**

All costs associated with preparation, presentation, and/or discussion of the Contractor's DO proposal shall be at the Contractor's expense.

Contractors are encouraged but are not required, unless otherwise directed by the APO KO to provide offers on competitively awarded DOs.

Contractor proposals shall be IAW Clause G.6 of the Contract and the DORFP.

The form in Appendix F shall be completed by the Contractor for each DO for which an oral presentation/proposal is provided.

- **Oral Presentation and/or Written Proposal Submission**

Oral presentations are the preferred DSETS method of Contractor proposals. "Guidelines for the Use of Oral Presentations", a pamphlet developed by the Procurement Executives Association in partnership with the Office of Federal Procurement Policy is available upon request from the APO. The pamphlet is on the Internet at <http://www.pr.doe.gov/oral.html>.

Oral presentations may be supplemented by limited written proposals as considered necessary by the KO. If written information is considered necessary (e.g., supporting cost data), customers are encouraged to ask either for minimal data to supplement the oral presentation or, if written proposals are deemed appropriate, to establish page limitations. Generally, any written information requested shall be furnished at the same time or before the oral presentation, as specified in the DORFP.

Offerors can make a presentation to the evaluation team and the Government score the presentation as it happens. This approach would negate or mitigate the requirement to submit a paper technical volume; instead, copies of the any oral presentation materials could be provided, along with any requisite supporting cost data, or, alternatively, the oral presentation could be videotaped by the Government to be used as the applicable record.

When oral presentations are authorized by the KO in the DORFP, the following procedures are applicable:

1. The time scheduled for the oral proposal shall normally be from 30 minutes to 1 hour unless otherwise specified by the KO. The Government will not interrupt the presentation for questions, etc., so that the Contractor can properly plan, prepare, and perform the presentation within the specified time limitation.

2. After completion of oral presentations, the Government evaluators will ask any necessary questions for the purpose of arriving at an evaluation position. The Contractor may submit change pages to their proposal (technical and/or cost/price) as a result of post-presentation questions for the Government's consideration. Each Contractor shall be given the same timeframe (one (1) working days from completion of the oral presentations) to submit change pages if they so choose.

- **Delivery Order Proposal Standard Format**

The standard format for DSETS DO proposals is shown in Appendix F of this handbook.

STEP 5: DELIVERY ORDER EVALUATION, SELECTION, AND AWARD

Directed Delivery Orders.

1. If a technical proposal is requested, the Government will evaluate the technical proposal and make a determination whether the Contractor can successfully perform the required effort.

2. If a technical proposal is not requested, or after the completion of step 1, the Government and the Contractor will negotiate a fair and reasonable cost/price for the requested services based on the cost/price proposal.

3. The KO shall provide a copy of the executed Delivery Order to DSETS APO within five (5) calendar days after determining price reasonableness.

Competed Delivery Orders.

Formal source selection procedures shall NOT be held for DOs unless authorized in writing by the APO KO.

The Government reserves the right to make award based on initial offers.

- **Team(s) Evaluation of Presentation(s)/Proposal(s)**

1. The customer and KO shall determine the appropriate team membership for Delivery Order evaluation. Evaluations shall be consistent with the evaluation factors specified in the DORFP.

2. In completing the evaluation, the procedures described in Appendix F may be utilized. Contractors are cautioned that in conducting the DO evaluation, the Government may use data provided by the offeror in its proposal as well as data obtained from other sources (e.g., Dun and Bradstreet reports, DCAA audits, available industry market rates for labor and overhead, past performance data from previously awarded DSETS DOs, etc.). While the Government may elect to consider data obtained from other sources, the burden of providing thorough and complete information rests with the offeror.

3. The Government may evaluate the Contractor's oral presentation/proposal using the procedures described below and determine whether or not to award a DO. Evaluation of the Technical/Management portion of the DO presentation/proposal will normally be done separately from the evaluation of the cost/price portion.

a. Each evaluation team member shall complete column 3 of the chart shown in Step 3 of this section of the handbook using the automated tool available electronically on the DSETS Internet Homepage) to evaluate the Contractors' oral presentations/proposals. The assigned score shall be from 1 - 10, with 10 being the best and 1 being the worst.

b. By entering in each evaluator's score into the automated tool format, the tool will automatically average the scores for all evaluation team members (up to 5). These results shall be converted to colors (blue for excellent, green for satisfactory, yellow for risky, and red for deficient) using a scale similar to the following: 8 - 10 = blue; 6 - 8 = green; 4 - 6 = yellow; 0 - 4 = red) and displayed in a colorized pie chart.

4. After evaluation of the oral presentations/written proposal and any change pages submitted by the offeror after its oral presentation (see Step 4 above), the requiring office shall confer with the KO to determine whether or not there any remaining clarifications, weaknesses, and/or deficiencies which need to be resolved prior to selection.

5. Should the situation be present in paragraph 4. above, the Contractors shall be afforded an opportunity to submit a revised proposal.

6. Upon receipt of the revised proposal, the proposal will be evaluated and a DO will be awarded if considered to be in the Government's best interests.

- **Selection by Delivery Order Designated Selection Official**

1. Delivery Orders will be awarded to the offeror whose proposal is determined to best meet the needs of the Government after consideration of all factors -- i.e., provides the "Best Value". "Best Value", for the purpose of DSETS, is defined as the procurement process that results in the most advantageous acquisition decision for the Government and is performed through an integrated assessment and trade-off analysis between technical (e.g., past performance and business management approach) and cost/price factors.

2. The Delivery Order Designated Selection Official's selection decision on each Delivery Order request shall be final and shall not be subject to the protest or disputes provisions of the contract, except for a protest that the Delivery Order increases the scope, period, or maximum value of the contract. The Contractor may appeal to the DSDC Delivery Order Ombudsman (who is identified in Clause G.6 of the Contract) for an independent review of the Delivery Order award evaluation process and selection decision.

- **Award of Delivery Order**

The KO shall make Delivery Order awards and notify the winning offeror. Unsuccessful offerors shall be notified (preferably electronically, though in writing is allowable) within one working day of DO award by the KO. The notification shall include the colorized pie chart, with brief, supporting evaluation rationale explaining the basis for each color assigned to a pie slice. Provision of this information shall serve as the Contractor debriefing. The KO shall provide a copy of the executed Delivery Order to DSETS APO within five (5) calendar days after award.

STEP 6: DELIVERY ORDER POST-AWARD ADMINISTRATION

- **Performance of Delivery Order**

The Contractor is not allowed to accept or perform under Delivery Orders issued by other than the APO KO.

All costs incurred by the Contractor under this contract shall be segregated by each Delivery Order. The Contractor shall establish separate "Job Order Accounts and Numbers" for each Delivery Order issued. There shall be no commingling of costs between Delivery Orders.

- **Obtaining Badges**

To receive a badge enabling easy access into DSDC facilities, Contractors must complete the information contained on DSDC Contractor Badge Identification Form. (This form is available from the APO.) The Contracting Officer's Technical

Representative for the Delivery Order for which the badge is required should be the point of contact for securing the badge. DSDC badges will be issued on an “as needed” basis (e.g., as determined by specific Delivery Order requirements). Procedures for obtaining badges to access non-DSDC facilities will be provided by the KO.

- **Status Reports/Meetings; Performance Measuring**

Contractor Reporting Requirements

The Contractor may provide monthly DSETS progress reports. The progress reports shall be provided to the APO not later than the 15th of each month. The reports shall be submitted electronically in the format shown in Appendix G unless otherwise specified by the APO; an electronic copy of the report format will be provided to prime Contractors by the APO. The monthly progress reports shall address all activity under the DSETS contracts through the last day of the previous month.

The data required in the monthly reports shall be subject to inclusion in a past performance database developed and maintained by the Government.

DSETS status meetings shall be held periodically as requested by the APO KO. The status meetings shall be held at least semi-annually unless otherwise specified by the APO KO. These meetings shall be announced and shall be opened to DSETS customers.

APO Reporting Requirements

The APO shall post on the DSETS Internet Homepage, on a quarterly basis beginning 4th quarter fiscal year 1997, a listing of awarded Delivery Orders, a description of the work, the customer, breakdown by competed vs. directed Delivery Orders, the number of proposers, the awardee and subcontractors, and the Delivery Order amount. The information shall be broken down by obligations for the current quarter, the contract year obligations to date, and the total DSETS obligations to date.

Performance Feedback

The COTR shall be responsible for monitoring Delivery Order performance measures to assess progress unless other arrangements have been made with the DSETS APO. The KO and the APO shall be notified when it appears that Contractor performance will not successfully meet the established measures.

The DSETS contracts require that a performance evaluation be completed on each Delivery Order. A data base of information will be created by the APO for utilization by customers in competition for subsequent Delivery Orders, to evaluate a Contractor's success in satisfying the requirements, or to impose a moratorium on Delivery Order proposing.

Performance evaluations shall be done for each completed DO, within 30 days of

completion, by the Contracting Officer's Representative (COR) or their designated representative. Performance evaluations shall also be completed at least annually for Delivery Orders that have a performance period in excess of one year or which contain option years. Upon completion of a Delivery Order, or at least on an annual basis, a Contractor performance evaluation must be completed. Once completed, the evaluation is submitted to the APO.

Annual performance evaluations shall be submitted not later than October 31 of each year beginning October 31, 1997. Performance evaluations may also be done more frequently as considered necessary by the COR or the requiring office throughout the duration of the Delivery Order (but generally no more than quarterly).

The performance evaluation form shown in Appendix H, Evaluation of Contractor's Performance, shall be used. An electronic version of the form shall be available for customers to use on the DSETS Internet Homepage.

Performance evaluations shall be submitted to KO, with a copy to the Contractor's DSETS Project Manager and the APO.

The KO shall submit the completed evaluation to the Contractor for comment. The Contractor shall have 30 days in which to respond. The KO and COR will consider any comments provided by the Contractor. The performance evaluation will have a copy of the Contractor's comments attached.

- **Problem Resolution/Best Practice Identification**

Any problems in performing the Delivery Order shall be brought to the prompt attention of the KO by the Contractor. The APO shall be notified of continued difficulties by the KO and/or the Contractor.

During the course of DSETS, it is anticipated that much will be learned by customers and Contractors. The APO shall be kept apprised of the knowledge attained under DSETS to be able to identify best practices/lessons learned for utilization on subsequently issued DOs.

Billing Instructions

- Each invoice shall contain the Contractor's name, remittance address, telephone number, invoice number, itemized product/service, date, total amount, Delivery Order Number and whether the invoice is a copy or the original invoice.

The Contractor shall submit an original and four (4) copies of their invoice to the COR.

The billing instructions for all other Delivery Orders shall be contained in the individual Delivery Order. The billing office will normally be within the agency/organizational entity providing the funding for the Delivery Order.

No payment will be made except as authorized by a Delivery Order.

In accordance with FAR 52.232-28, "Electronic Funds Transfer Payment Methods", the Defense Systems Design Center may make payment using the Automatic Clearing House Network (ACH)

Interrelationships of Contractors

DSDC and/or other Government agencies may have entered contractual relationships in order to provide information technology requirements separate from the work to be performed under DSETS DOs, yet having links and interfaces to DSETS DOs. Further, DSDC and/or other Government agencies may extend these existing relationships or enter into new relationships.

The Contractor may be required to coordinate with other such Contractor(s) through the KO and/or designated representative in providing suitable, non-conflicting technical and/or management interfaces and in avoidance of duplication of effort.

Information on deliverables provided under separate DOs may, at the discretion of the DSDC and/or other Government agencies, be provided to such other Contractor(s) for the purpose of such review.

Delivery Order Distribution

Delivery Orders shall be distributed in accordance with the instructions provided by the customer (see Step 2, Delivery Order Distribution List, of this handbook). Additionally, the KO shall provide a copy of the executed Delivery Order to DSETS APO within five (5) calendar days after award.

Closeouts

The KO is responsible for closing out Delivery Orders as promptly as possible upon completion of the DO.

SECTION 6: APPENDICES

APPENDIX A

DSETS STATEMENT OF WORK FORMAT FOR SUBMISSION

(The SOW must have an as of date. If the SOW is revised or corrected during the pre-award phase, each revision must have a new date. When SOWs are revised for DO modifications (after award) each SOW must have a new as of date. SOWs must be page numbered.)

Contract Number:	<i>(completed by KO at time of DO award)</i>
Delivery Order Number:	<i>(completed by KO at time of DO award)</i>

1. Contracting Officers Technical Representatives: Identify the individuals who will act as the **Primary** and **Alternate COTRs**. The COTRs are the main points of contact for the COR, KO, and contractor during the DO pre-award process. At the time of DO award, the COTRs are assigned in writing by the KO to serve as the COTRs during DO execution. Therefore, the COTRs need to be individuals who understand the nature of the work and desired outcomes, and who will be available to coordinate with the contractor during DO execution. Individuals named as COTRs should obtain appropriate training from their agencies and provide documentation of that training. **Notify the COR immediately with the name of the replacement should either of these change.**

a. Primary COTR:

Name:	
Organization:	
Address:	<i>(COTR's physical mailing address. DSETS APO and the contractor will use this address for distribution of pre- and post-award material.)</i>
Phone No.:	
Fax No.:	
Internet Address:	<i>(MANDATORY - DSETS APO uses electronic means to process pre- and post-award actions.)</i>

b. Alternate COTR:

Name:	
Organization:	
Address:	<i>(COTR's physical mailing address. DSETS APO and the contractor will use this address for distribution of pre- and post-award material.)</i>
Phone No.:	
Fax No.:	

Internet Address:	<i>(MANDATORY - DSETS APO uses electronic means to process pre- and post-award actions.)</i>
--------------------------	--

2. Delivery Order Title: Include short title of work to be done. This title should be unique and descriptive.

3. Background: Reasons why this effort is required, any parallel efforts to current or prior procurements, delivery orders, other agency activities and/or industry efforts. If the requested work relates to work already accomplished or ongoing through other vehicles, so state.

4. Objectives: A concise overview of the customer's goals and expectations for the results of this DO. **This overview must describe how the work to be accomplished in the DO will meet the Department of Defense goal of achieving an integrated and interoperable Defense Information Infrastructure (DII). Further, it must show that the tasks are compliant with approved DoD architectures, guidelines, and standards.**

5. Scope: General scope of the work to be done. You must identify the appropriate DSETS Task Area(s) and subtask areas contained in the DSETS contract SOW; e.g., "Task Area 1, Project Management" and "Task Area 4, Assessment Strategy" that are the areas to which your requested work tracks. This is an important means of ensuring your tasks are within contract scope.

6. Specific Tasks: Provide a narrative of the specific tasks that make up the SOW. Number the tasks sequentially, e.g., Task 1 & narrative, Task 2 & narrative, etc.

Describe precisely what work is to be performed in clear understandable terms. The purpose of this paragraph is to define your minimum needs for the services requested. The requirement must be defined sufficiently for the contractor to submit a realistic proposal and the Government to negotiate a meaningful price or estimated cost. This paragraph is the essence of the SOW and must be clear and unambiguous.

DSETS DOs must be "outcome-based," i.e., they must include the development and delivery of actual products (e.g., assessment report, migration strategy, implementation plan, etc.). **The tasks must also include the requirement for compliance with appropriate DOD-approved standards and regulations (e.g., TAFIM, DII, COE, DISN, etc.).**

The services acquired must not fall in the category of "personal services." Personal services are those contracted efforts that, by express terms or as administered, make the contractor personnel appear, in effect, as Government employees. FAR Part 37.102 contains a detailed discussion of personal services.

The DSETS contracts do not allow optional or unfunded tasks. Tasks that cannot be pursued either because funding is not currently available or because a decision point will precede initiation of a task must not be in Paragraph 4. If it is necessary or desirable to advise the contractor that a potential exists for follow-on work (either through a modification to this DO or through a separate DO), include this information in Paragraph 13 of your SOW.

7. Place of Performance: Specify whether the work is to be performed at the Contractor's site or at a Government site. In general, DSETS DOs are performed at the Contractor's site (i.e., the contractor is based in their own facility, with travel to government facilities for data gathering, meetings, testing, etc.). For work that is to be performed at a Government site (i.e., the Government will provide all necessary facilities such as office space and support for the duration of the DO), provide address(es) and a point of contact if different from the COTR.) This paragraph should also **describe any local or long distance travel the contractor will have to**

perform to execute the DO. Identify the to/from locations of the travel, number of contractor personnel to accomplish this travel, number of trips and duration of trips.

8. Period of Performance/Contract Type:

a. State total **calendar** days after DO award (e.g., A180 calendar days after DO award). The use of "calendar" days is important because it provides complete understanding of the actual length of the DO and avoids confusion as to whether the intent is work days or calendar days. Ensure that the funds allocated on the MIPR for the project are in line with the period of performance.

b. State the contract type (FFP, T&M) anticipated for this DO.

9. Deliverable/Delivery Schedule: Describe precisely the items to be delivered, both during the period of performance (i.e., relating to the specific tasks described in paragraph 4. above) and at completion of the DO. Describe the schedule either in terms of calendar days from the date of DO Award or in calendar days when other projects or program elements are dependent on the delivery, e.g., 10 calendar days after draft plan approved. Required table format is as follows:

SOW TASK #	DELIVERABLE TITLE	CDRL/DID#	# CALENDAR DAYS AFTER DO START
1	DO Management Plan	A003/DI-MGMT-80347	Draft - 15, Final - 30
1	Status Report	A008/DI-MGMT-80368	Monthly, on 5th workday
<i>(continue as needed to</i>	<i>document all deliverables</i>	<i>defined in paragraph 8)</i>	

SOW Task # - State the task from Paragraph 6 of the SOW that requires this deliverable.

Deliverable Title - State the title of the deliverable (e.g., Assessment Report, Integration Plan, etc.) and define the nature of the deliverable.

Calendar Days after DO Start. Self explanatory. For items that have a frequency, state the appropriate frequency (e.g., monthly on the 10th work day, etc. It is not allowable to use "as required" as a deliverable due date.

For each deliverable listed, you must prepare a DD Form 1423 (CDRL) and include it in your DSETS Requirements Package.

10. Security: State "UNCLASSIFIED," "CONFIDENTIAL," "SECRET" or "TOP SECRET" as appropriate, based on your review of the specific work to be done. The Contract Security Classification Specification, DD Form 254, in the DSETS contracts provides for a TOP SECRET level classification and at least SECRET safeguarding at the prime contractor's facility. **The Contract-wide DD-254 contains the requirement for COMSEC information and Sensitive non-classified and source selection Information. It does not authorize SCI, NATO, Tempest, etc.** If the DD Form 254 in the DSETS contract is not adequate for the specific work in your Requirements Package, paragraph 8 must include the security level (as stated above) plus the statement "Also see attached DD-254". The COTR must provide a specific DD 254 to include any security restraints or releasability constraints that will have an effect on performance of the tasks defined in the SOW. Include the DD 254 text information in Microsoft Word 6 or lower on the SOW diskette, titled DD254.doc.) Please note, processing the DD 254 for unique security requirements may extend the timeline to award the DO.

For DLA only, the following statement must be included in this section. "The Contractor shall comply with all DLA security requirements pursuant to DLA Regulation 5200.17, Security Requirements for Automated Information and Telecommunications Systems. Contractor employees shall be required to meet all security and safety regulations pertinent to the work location and shall be required to undergo a National Agency Check at a minimum."

REMINDER: The SOW itself must be unclassified.)

11. Government Furnished Equipment (GFE)/Government Furnished Information (GFI):

Identify any GFE and/or GFI, and any limitations, that will be provided to the contractor. For GFE, provide serial numbers and all identifying information. (Note: If GFE is a sizable list, indicate "200 PC 486DXes", for example, and state that serial numbers will be provided at DO award, along with location and delivery method.) For GFI, list by document number and title, date, etc. Include standards, specifications, and other reference material required to perform the DO. Include any facilities the Government may need to provide to contractor personnel for project performance.

12. Packaging, Packing, and Shipping Instructions: At a minimum, your SOW must state "See paragraph D.1 of the DSETS contract." State special requirements only if they exceed the contract requirement.

13. Inspection and Acceptance Criteria: At a minimum, the SOW must state "See Section E. of the DSETS contract." State special requirements only if they exceed the contract requirement.

14. Accounting and Appropriation Data: State "See item 17 of the DD Form 1155, Order for Supplies or Services."

15. Other Pertinent Information or Special Considerations: Include any special considerations or unique requirements necessary to accomplish the DO (e.g., "specialized experience with UNIX") and/or any additional information that will be helpful in determining reasonable approaches and cost estimates for the DO. As appropriate, this section needs to contain:

a. Identification of possible follow-on work that may result from the completion of this DO, that may be added at a later date as a modification to this DO, or that may be helpful to the contractor in determining the best approach for the DO.

b. Identification of potential conflicts of interest (COIs) that may influence which contractor should be awarded the DO.

FAR Part 9.501 defines "organizational COI" as a situation where because of other relationships or activities a person (company) is unable or potentially unable to render impartial assistance or advice to the Government or cannot objectively perform contract work or has an unfair competitive advantage. FAR 9.502 states that "an organization COI may result when factors create an actual or potential conflict of interest on an instant contract, or when the nature of the work to be performed on the instant contract creates an actual or potential COI on a future acquisition."

An "organizational COI" exists when the nature of the work to be performed may, without some restriction on future activities, (1) result in an unfair competitive advantage to the contractor on DSETS work or on other contracts or (2) impair the contractor's objectivity in performing the contract work.

In services contracts such as DSETS it is the latter which may most often occur because of a contractor's access to proprietary information, the evaluation and analysis of products which it may produce, and/or its role as an advocate in contract performance or other situations.

The primary burden is on the contractor to identify any organizational COI, however, the Government has the responsibility to identify and evaluate such conflicts. The KO is charged with avoiding, neutralizing or mitigating such potential conflicts. Section H of the DSETS contract applies.

It is the customer's responsibility to determine that no organizational COI exists. This is because the customer is more familiar with its requirements and the history of the requirements than the DSETS APO or KO could ever be. The customer should request approval from their KO if a competitive requirement which is similar to the work on the DSETS SOW is contemplated by their agency. Therefore, the customer must make a determination that no COIs exist, or identify any potential COI that may exist for the execution of this DO.

c. Identification of Non-Disclosure Requirements. DSETS contractors must execute nondisclosure agreements when they work with sensitive and/or proprietary information. Your SOW must identify any sensitive or proprietary information to which the DSETS contractor will have access during DO execution so the nondisclosure agreements can be signed by the time the DO is awarded.

APPENDIX B

DSETS SERVICE REQUEST FORM

DSETS ID: _____
(Assigned by DSETS APO)

Customer COTR and Alternate POC: _____

Phone: _____ **Fax:** _____

Internet Address: _____

Organization and Mailing Address:

Contracting Officer (if DO mod): _____

Delivery Order Title: _____

Delivery Order Identification No.(if mod): _____

Type of Action: (Please Check One) ☐ Competed ☐ Directed

If Directed, Indicate Preferred Firm (Complete Appendix C): _____

Total Estimated Dollar Value: _____

Type of Delivery Order (Please Check All That Apply) ☐ FFP ☐ T&M

Estimated Period of Performance: _____

Anticipated Date to Begin Work: _____

APPENDIX C

DSETS DIRECTED SOURCE JUSTIFICATION

Customers shall check which of the following conditions apply and provide requisite documentation for items 1-3 (including plans for future competition if one of first three items) to the DSETS APO Contracting Officer for approval.

1. ____ The agency need for such supplies or services is of such unusual urgency that providing such opportunity to all such Contractors would result in unacceptable delays in fulfilling that need;
2. ____ Only one such Contractor is capable of providing such supplies or services required at the level of quality required because the supplies or services ordered are unique or highly specialized;
3. ____ The order should be issued on a sole source basis in the interest of economy and efficiency because it is a logical follow-on to a Delivery Order already issued on a competitive basis;
4. ____ The Contracting Officer has indicated it is necessary to place the order with a particular Contractor to fulfill the minimum guarantee conditions of the Contract.

Note: If items 1 or 2 are checked, explain the reason for the urgency or the uniqueness of the of the services and why it applies to the directed Contractor.

Name/Phone No. of Customer _____

Contractor Name _____

Brief Description of Services _____

Requestor's Signature _____ Date

Approval: _____ Date

DSETS APO Contracting Officer

APPENDIX D

DSETS LABOR CATEGORY DESCRIPTIONS

ON DSETS HOME PAGE ADDRESS

<http://dsdc.dla.mil/>

<Click on “Contracting”

APPENDIX E

DSETS DORFP FORMAT

The terms, conditions, and clauses of the Basic Contract are applicable unless otherwise specified in the individual Delivery Order. Only the KO shall modify the Basic Contract.

PART I - THE SCHEDULE

SECTION A - SOLICITATION/DO FORM

At a minimum the DO form shall contain:

- Contract No.
- Delivery Order No.
- Date Issued
- Issuing Office
- Proposal Due Date and address (if different from issuing office)
- COTR name and telephone for information
- Name and address of Offeror
- Government Ordering Officer Name (Print and Signature) and Date
- Offeror Person authorized to sign (Print and Signature) and Date

SECTION B - SUPPLIES OR SERVICES AND PRICES/COST

- Cite the applicable Contract Line Item Number (CLIN) under the Basic Contract for appropriate type of DO (FFP, T&M)
- For Base Period:
 - FFP:
 - T&M:
- For Option Period:
 - FFP:
 - T&M:

SECTION C - STATEMENT OF WORK

- Performance based Statement of Work, with specific measures tied to specific tasks as appropriate
- Specify hardware, software, and related supplies to support DO (ensuring cost for these items will not exceed 20% of value of Delivery Order)

SECTION D - PACKAGING AND MARKING

- Provide consignees name and address (if applicable).

SECTION E - INSPECTION AND ACCEPTANCE

- Identify designated representative(s) who will inspect, and be responsible for, the review and acceptance of all deliverables under the DO prior to acceptance by the Government Contracting Officer (KO) identified in the DO via approving the Contractor's invoice, unless other procedures are specified in the DO.
- If no specific performance measures for specific task, include overall performance measure in this section.

SECTION F - DELIVERIES OR PERFORMANCE

- Specify period of performance (base period and options; if applicable) of the DO.
- Specify delivery of supplies, services, written documents, etc. (including required formats, delivery locations, and delivery schedules).
- Use CLINs/SUB CLINs with specific delivery/performance dates.

SECTION G - DO ADMINISTRATION DATA

- Identify KO or delegated official
- Identify Contracting Officer Technical Rep.
- Specify billing instructions (Invoice requirements, accounting office, number copies, ACH info., etc.)

SECTION H - SPECIAL DO REQUIREMENTS

- Identify Government Furnished Equipment/Government Furnished Information (with associated dollar amounts)
- Identify Key personnel positions
- Identify any subcontractors utilized and for what type of work
- Specify special security clearance requirements
- Specify special training requirements
- Indicate if exclusion on future Delivery Orders/contract is possible

PART II - CONTRACT CLAUSES

SECTION I - CONTRACT CLAUSES

- Generally, no clauses needed since included with contract

PART III - LIST OF DOCUMENTS, EXHIBITS, AND OTHER ATTACHMENTS

SECTION J - LIST ATTACHMENTS

- List any attachments referenced in any sections of DORFP (esp. Sections C, L, and M)
-

PART IV - REPRESENTATIONS AND INSTRUCTIONS

SECTION K - REPRESENTATIONS, CERTIFICATIONS, AND OTHER

STATEMENT

- Generally not applicable since reps/certs included with contract
- FAR 52.203-2 CERTIFICATE OF INDEPENDENT PRICE DETERMINATION (APR 1985)
- FAR 52.203.8 REQUIREMENT FOR CERTIFICATE OF PROCUREMENT INTEGRITY (SEP 95)

SECTION L - INSTRUCTIONS, CONDITIONS, AND NOTICES DO

OFFER

- REQUEST FOR CLARIFICATION
- PRE-PROPOSAL CONFERENCE
- EXCEPTION TO SOLICITATION TERMS AND CONDITIONS
- ALTERNATE PROPOSALS ARE NOT PERMITTED
- PROPOSAL FORMAT AND SUBMISSION INSTRUCTIONS
 - Part A - Technical/Business Management/Past Performance/Key Personnel/Oral Presentation/Capability Demonstration
 - Part B - Cost/Price
 - Ensure proposal submissions linked with Section M evaluation criteria
- SUBCONTRACTING PLAN (per FAR 52.219-9 if Delivery Order expected to exceed \$500K and large business may receive award)
- Specify proposal drop-off address and number of copies
- Specify page limits, margins, size paper, line spacing, font size, preference for recycled paper and soy based ink, etc.
- Specify whether or not an electronic copy of oral presentation slides and/or the written proposal are required. (Microsoft 6.0 and Excel 5.0 formats on 3 1/2 inch disk(s) are the DSETS standards.)
- If written presentation/proposal documentation is required, the following is generally applicable:
 - The technical/management portion shall be separated from the cost/price portion.
 - The technical/management portion shall generally be limited to 50 pages or less.
 - The cost/price portion shall generally be limited to 10 pages and include the completed form shown in Appendix F.

- Specify that Contractor concerns over Delivery Order award evaluation process/selection decisions shall be referred to the DSDC Delivery Order Ombudsman (i.e., the Office of Acquisition and Management)
- Specify that the colorized pie charts used for the evaluation will be provided to Contractors as their debriefing (which may be followed up with a meeting to provide more specific details upon written request from the Contractors).
- No cost/price information other than that required in the subsequent table shall be provided unless otherwise indicated in the DORFP. Any additional information requested by the KO shall be kept to a minimum to enable Contractors to minimize their bid and proposal costs.

SECTION M - EVALUATION FACTORS FOR AWARD

- Indicate that the Government reserves the right to make award based on initial offers.
- State that DO award(s) will be made to the offeror(s) whose proposal is determined to best meet needs of the Government after consideration of all factors -- provides the "best value". "Best value", for the purpose of DSETS, is defined as the procurement process that results in the most advantageous acquisition decisions for the Government and is performed through an integrated assessment and trade-off analysis between technical (e.g., past performance and business management approach) and cost/price factors.
- Caution offerors that in conducting the DO evaluation, the Government may use data provided by the offeror in its proposal as well as data obtained from other sources (e.g., Dun and Bradstreet reports, DCAA audits, available industry market rates for labor and overhead, etc.) , including previously awarded DSETS DOs. While the Government may elect to consider data obtained from other sources, the burden of providing thorough and complete information rests with the offeror.
- List, for all competitive Delivery Orders, the evaluation factors in relative order of importance (consistent with the pie chart evaluation methodology). The evaluation factors may include all or some of the following:
 - Technical Approach;
 - Management Approach;
 - Past Performance;
 - Key Personnel;
 - Oral Presentation;
 - Capability Demonstration/Benchmarking; and
 - Cost/Price.

APPENDIX F

DSETS ORAL PRESENTATION/PROPOSAL FORMAT

Contractors shall comply with the instructions provided in the DORFP regarding the oral presentation and/or technical/management proposal. In general, however, the following format shall be used (as applicable for the particular DO):

Part A - Oral Presentation/Technical/Management Proposal(s) - Include as applicable in accordance with DORFP

- Technical Approach
- Business Management
- Past Performance
- Key Personnel
- Oral Presentation
- Capability Demonstration

Part B - Cost/Price

IAW Clause G.6 of the Contract.

APPENDIX G

DSETS CONTRACTOR MONTHLY REPORT FORMAT

ALL DELIVERY ORDERS ISSUED FOR THE PRECEDING MONTH to include:

- a) Delivery Order Number and Date of Issuance;
- b) Requiring office, Name of Contact, Address, and Phone Number
- c) Brief description of work covered by Delivery Order, including estimated hardware/software amounts (if applicable);
- d) Amount Obligated Under Delivery Order;
- e) Total Potential Delivery Order Amount (including options);
- f) Key Milestones (including date of first and last deliverable);
- g) Subcontractor information, if applicable, including:
 - Name(s),
 - Classification of Subcontractor
(i.e., small, disadvantaged, large, etc.),
 - Type of effort being performed,
- h) Estimated Amount / Percentage of work to be done by Subcontractor(s)
- i) Type of Delivery Order (i.e., FFP, T&M) ;
- j) Whether Delivery Order was competed or, if issued pursuant to Clause H.3.e, which of H.3.e. subparagraphs is applicable; and
- k) Key Personnel Assigned to Delivery Order, including Prime Contractor Contact Point and Phone Number for Delivery Order.

ALL ONGOING DELIVERY ORDERS (excluding those from paragraph (1) above) including:

- a) Delivery Order Number and Date of Issuance;
- b) Modifications to the Delivery Order, with a brief explanation as to the reason for each modification
- c) Summary of Dollars Expended to Date per Delivery Order;
- d) Estimated Percentage of Work yet to be Completed on the Delivery Order;
- e) Progress in Meeting Subcontracting Goals and Performance Measures under the Delivery Order (if applicable); and
- f) Any Updates / Revisions to the Information provided under paragraph (c)(1) of this clause

ALL COMPLETED DELIVERY ORDERS, including:

- a) Delivery Order Number and Date of Issuance;
- b) Number and Value of Modifications Issued for the Delivery Order,

- c) Completion Date of Delivery Order and Whether it has been Closed Out (If not - Anticipated Date of Closeout)
- d) Total Dollar Amount of Delivery Order, including Modifications
- e) Success / Failure in Meeting Subcontracting Goals and Performance Measures under the Delivery Order (if applicable);
- f) Any Updates / Revisions to the Information provided under the preceding areas of the monthly report
- g) Status of Performance Evaluation Comments to be Provided to the KO

ALL PENDING ACTIONS, including:

- h) SOW Review Efforts (including Customer Name)
- i) Proposal Preparation Efforts (including Customer Name) and
- j) Status of any Modification Actions

An assessment by the DSETS Project Manager as to how work is progressing, successes, perceived problems, performance measurement achievement / non-achievement; progress made toward subcontracting goals (if applicable), whether or not guaranteed minimum (per Clause **XX**) has been met, etc.

APPENDIX H

DSETS EVALUATION OF CONTRACTOR'S PERFORMANCE

Contract No. _____ Contractor: _____
 Type of Contract: _____ Type of Work Performed: _____

CRITERIA	RESPONSE	COMMENT
1. Did the Contractor perform all of the contract requirements?	____ Yes ____ No	If "No", explain what needs to be done and why.
2. Did the Contractor meet the objectives of the statement of work?	____ Yes ____ No	If "No", explain why objectives were not met.
3. Did the Contractor perform within the total estimated cost of the contract?	____ Yes ____ No ____ N/A	If "No", what was the estimated cost of the contract and the total cost expended by the Contractor.
4. Has all the contract work been inspected, accepted, and the Contractor paid for the work?	____ Yes ____ No	If "No", explain why and what was done or needs to be done to rectify this deficiency.
5. Will the Government be able to use the contract deliverable for the purpose intended?	____ Yes ____ No.	If "No", explain why.
6. Did the Contractor adhere to the contract delivery/performance schedule, including the administrative aspects (e.g., monthly progress reports, etc.)?	____ Yes ____ No	If "No", explain why.
7. Did performance under the contract result in patentable items?	____ Yes ____ No ____ N/A	If "Yes", explain.
8. Has the Contractor accounted for and disposed of all Government-furnished and Contractor-acquired property under the contract?	____ Yes ____ No ____ N/A	If "No", explain what needs to be done to rectify deficiency.
9. Was the Contractor reasonable, cooperative, and committed to satisfying the Government?	____ Yes ____ No	If "No", explain.
10. Please rate the overall quality of the Contractor's performance.	____ Excellent ____ Good ____ Fair ____ Unsatisfactory	Explain rationale.
11. Would you recommend this Contractor for future work of this nature?	____ Yes ____ No	Explain why.

Please provide any additional information you desire concerning the Contractor's expertise, responsiveness to Government needs, receptivity to Government directions and suggestions, ability to control costs, quality of the end product, delivery performance, etc. If you need additional space, please attach supplemental pages.

Name

Title

Signature

Date

APPENDIX I

DSETS GLOSSARY

A

APO	Acquisition Project Office
APO KO	Acquisition Project Office Contracting Officer
ADR	Alternate Dispute Resolution Procedures

C

KO	Contracting Officer
COR	Contracting Officer's Representative (e.g., COTR)

D

DLA	Defense Logistics Agency
DO	Delivery Order issued under the program
DOCE	Delivery Order Cost Estimate
DORFP	Request for Proposal
DSDC	Defense Systems Design Center

E

EDI	Electronic Data Interchange
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F

FY	Fiscal Year
FAR	Federal Acquisition Regulation
FPDS	Federal Procurement Data System

G

GFP	Government Furnished Property
GFI	Government Furnished Information
GSA	General Services Administration

I

IDIQ	Indefinite Delivery Indefinite Quantity
DSRF	DSETS Service Request Form
ISS	Information System Security Support Services
IT	Information Technology
DSETS	DLA Systems Engineering Technical Services

O

ODC Other Direct Costs

P

PM DSETS Project Manager within the Acquisition Project Office
PR Purchase Request Form
PWS Performance Work Statement

R

Requesting Either the Governmental agency's DSETS Point of Contact or the
Activity technical office that has the requirement

S

SOW Statement of Work

T

APPENDIX J

DSETS ACQUISITION PACKAGE CHECKLIST

The DSETS Acquisition Package consists of the documentation shown below, **as applicable**, to support the proposal and award of the Delivery Order. The DSETS Acquisition Package shall be submitted to the KO.

- ⇒ DSETS Service Request Form
- ⇒ Statement of Work (include diskette containing SOW in Word 6.0 format)
- ⇒ Other Program Requirements (e.g., anticipated deliverables, milestones)
- ⇒ Delivery Order Cost Estimate (DOCE) (include diskette in XX format)
- ⇒ Funding Document
- ⇒ Directed DO Source Justification if Applicable (Appendix C)
- ⇒ Delivery Order Distribution List
- ⇒ Contracting Officer's Technical Representative's name to be cited in the DO
- ⇒ Billing Instructions to enable the Contractor to submit invoices
- ⇒ Economy Act Determination (If Applicable)

APPENDIX K

COMMON MISTAKES TO AVOID

- ⇒ Package submitted as a DO modification does not contain significant new work and/or significant new funds.
- ⇒ Package submitted as a DO modification does not have SOW marked w/~~strikeout~~ and underline to indicate changes. Do not delete old text when modifying DO.
- ⇒ SOW Para 5 (Scope) does not contain DSETS Task Areas. This paragraph should reference what DSETS Major Task areas are being utilized on the DO.
- ⇒ SOW Para 6 (Tasks/Technical Requirements) tasks are not in the contract scope.
- ⇒ SOW Para 7 (Period of Performance) is not described in “calendar days from date of DO award.”
- ⇒ SOW Para 8 (Period of Performance) does not exceed the expiration date of the funding document.
- ⇒ SOW Para 9 (Delivery Schedule) does not contain outcome-based deliverables (not just management plan, status reports)
- ⇒ SOW Para 9 (Delivery Schedule) deliverables do not have specified due dates (not “as required,” “tbd,” “at Govt request,” etc.) Acceptable specifications include:
 - nn calendar days after DO award
 - nn days after written notification by TM
 - nn - nnn calendar days after DO award (i.e., a date range)
- ⇒ SOW Para 9 (Delivery Schedule) does not show correct DSETS CDRL and DID numbers.
- ⇒ Each item in Para 9 (Delivery Schedule) does not have a corresponding DD Form 1423 (CDRL).
 - ⇒ Each DD Form 1423 must be complete (# of copies shown, standard distribution for KO & COR shown) and use the same CDRL & DID numbers shown in the SOW).
- ⇒ DOCE does not agree with the MIPR amount.
- ⇒ DSETS Service Charge is not included in the MIPR as a separate line.
- ⇒ IGCE figures for ODCs are not traceable to requirement in SOW. Each ODC must correspond with a specific requirement in the SOW.
- ⇒ IGCE figure for “materials” exceeds 20% of the value of the DO.

⇒ MIPR does not show a “Funds Expiration Date.” This date must be included on the MIPR.

If any of the above errors are found in the acquisition package, the package will be returned to the initiator.